A U.S. DEPARTMENT OF COMMERCE WEEKLY

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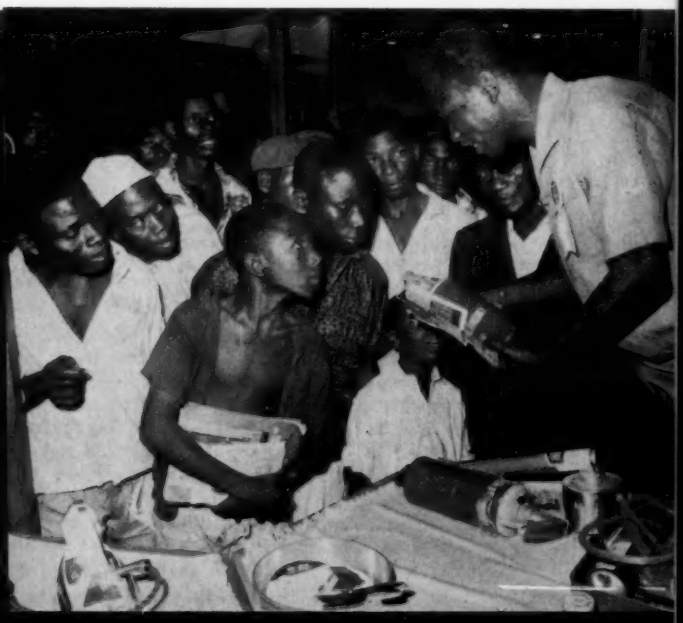

U.S. Exhibits-Guinea

Business Bulletins *from around the world*

ARGENTINA—Oranges, tangerines and grapefruits to be processed, starting mid-1963, in "instant" juice plant under construction at Concordia, Entre Rios, some 300 miles upriver from Buenos Aires in citrus-growing area. Votator Division of Chemetron Corporation, Louisville, Ky., will supply continuous vacuum-drying equipment to produce pure citrus-juice crystals at plant. Builder of plant is Citrus Corporation of Entre Rios, combined state and private capital investment-company corporation, under loan from Inter-American Bank of Development and Entre Rios Government. Key equipment to include Gulf Machinery Co. (Clearwater, Fla.) multi-effect evaporator and Brown Machinery Corporation (Winter Haven, Fla.) juice extractors.

BELGIUM—New export record achieved in March 1963. Shipments of $410 million, 9% above March 1962, topped previous record $398 million registered in October 1962.

Law firm of Murray Richards established in Brussels representing firms of Murray Richards and Kent & Brooks, both of San Francisco, and Lee Tomey & Kent of Washington, D.C. New firm has resident European associate.

Brussels selected by American Society for Metals as site for U.S. Metallurgical Fair being organized for June 1964.

FRANCE—Government to set up additional free zones in ports, reducing administrative operations for temporary admission of goods to be subsequently re-exported.

Anticipating tariff adjustments scheduled for July 1, Government on April 30 cut duties on manufactured products ranging from elevators to certain types of clothing. Cuts apply to imports from both Common Market sources and third countries.

Phillips Petroleum reportedly obtains permission from Committee on Foreign Investment to build 28,000-tons-a-year butadiene plant near Bordeaux.

Prime Minister on April 25 officially inaugurated giant USINOR steel mill at Dunkirk. Rolling mill, which has been turning out heavy plates since last October, will soon raise annual capacity to 1.5 million metric tons. Planned additions will raise capacity to 6 million tons. Mill's oxygen plant to have stand-by connection to another plant 75 miles away—reportedly longest oxygen pipeline in world.

INDIA—Minister for Shipping announced in *Lok Sabha* last month that Government would allow foreign equity of up to 40% in Indian merchant shipping ventures. Previous limit was 25%.

Steel ingot production reached all-time high in March, with output at major mills at annual rate of 6.35 million metric tons. $100 million credit being negotiated with West Germany to finance foreign-exchange cost of expansion of Government's steel mill at Rourkela, Orissa. Expansion will increase rated ingot capacity from present 1 million tons to 1.8 million tons.

IRAN—Crude-oil production by Consortium for first quarter 1963 reached new high of 130 million barrels, 2.8% gain over last quarter of 1962 and 28.6% gain over first quarter of 1962. Crude-oil exports also reached new high of 93.1 million barrels, 1.3% gain over preceding quarter and 22.2% over first quarter of 1962. Oil-product exports declined 3.8% from preceding quarter, to 25.5 million barrels.

MOROCCO—Government to call shortly for international bidding on construction of ammonium phosphate plant at Safi with annual capacity of 150,000 tons.

New effort being launched to explore and further study possibilities of potash mining, aiming at eventual production of potash fertilizers at Safi Complex.

MOZAMBIQUE—Local press reports that newly established company, Boror Industrial, Lda., soon to construct factory at Matola, near Lourenco Marques, for plant and animal insecticides. Factory to have annual estimated capacity of 1,200 metric tons, with assistance slated from American, Swiss, and South African companies.

PHILIPPINES—Contract signed between Union Oil Co. and Philippine Oil Development Co. providing for 40,000 feet test drilling in Luzon central valley, first important drillings in area. With enlarged drilling agreement recently signed between American Asiatic and subsidiaries of Mobil Oil and ESSO, this adds new life to oil exploration in Philippines.

SWITZERLAND—Government underwrites $5 million credit by private Swiss banks to Nigeria for development of electricity network.

Private organization for aid to developing countries ("Aide Suisse A L'Etranger"—"Swiss Aid Abroad") is set up. Director and two Government officials have gone to Algeria to firm up Swiss aid to Algerian hotel industry and agricultural sector.

Switzerland to consolidate 50% of Argentina's short- and medium-term commercial debts falling due in 1963-64. After receiving full repayment, Swiss Government will advance to Argentina's Central Bank 50% of any remaining Argentine commercial debts. About $5 million is involved, and Argentina to repay this amount between 1965 and 1970.

WEST GERMANY—Braun AG, Frankfurt, manufacturer of electric appliances, in agreement with Shure Brothers, Inc., of Evanston, Illinois, to sell Shure products in Germany. Braun spokesman indicates agreement mainly to complete range of hi-fi equipment offered in Germany.

International Latex Corporation, of Dover, Delaware, and Metallgesellschaft AG at Frankfurt, jointly establish Synthomer Chemie GmbH at Langelsheim. Synthomer Chemie to produce special synthetic latices for use mainly in textile, paper, and glue industries. Production to be marketed in Common Market countries.

Advertising agency, Norman, Craig & Kummel, Inc., of New York and British associate in London become partners of German agency Markenwerbung KG Horst Fanger und Dr. Wolfram Diebitsch at Hamburg. Three agencies together employ some 850 persons in offices in United States, United Kingdom, Canada, Jamaica and Germany.

U.S. Department of Commerce

Luther H. Hodges
Secretary

Jack N. Behrman
Assistant Secretary for Domestic and International Business

Daniel L. Goldy
Deputy Assistant Secretary and Administrator, Business and Defense Services Administration

Eugene M. Braderman
Director, Bureau of International Commerce

Frederic S. Otis
Managing Editor

Americo A. W. Favale
Director of Graphics

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the cover

Exhibits useful to the program for economical development were featured in the first U.S. Trade Exhibition in Conakry, Guinea. The cover photos show a sample of the intense interest evidenced by thousands of African visitors to this display by 57 American firms.

International Commerce

formerly FOREIGN COMMERCE WEEKLY

May 27, 1963 Volume 69, Number 21

Special Reports

Need industry's recommendations
Page 2

Steamship owners join export drive
Page 3

FEATURES

4 **Sophisticated sales approach wins markets**
6 **New 'E' awards go to 8 companies for export push**
7 **U.S. gold holdings fall $111 million in 1st quarter**
8 **Bolivia good consumer goods market, liberal credit needed**

TRADE FAIRS AND CENTERS

10 U.S. Trade Information Center at plastics fair in London
11 Market for heating equipment to increase in U.K.

WORLDWIDE BUSINESS OUTLOOK

12 Venezuelan business turns up; development bank planned
13 U.S. tobacco sales to France down
14 Mexican economy declared sound; business upturn continues
16 Honduran foreign trade jumps; reliance on bananas ending

U.S. GOVERNMENT ACTIONS

18 Total U.S. aid since 1945 over $97 billion
19 U.S. firms to build Nigerian water system through AID

FOREIGN GOVERNMENT ACTIONS

20 Japan seeks U.S. juice concentrate; El Salvador passes housing law
21 Foreign capital sought for some Spanish sectors

INVESTMENT OPPORTUNITIES

22 Manufacturing licenses asked overseas
22 Investment wanted for Indian nylon, caprolactam plant
23 Delivery truck, plumbing, greenhouse manufacture sought

WORLD TRADE OPPORTUNITIES

24 Several projects opened abroad to U.S. bidders
25 Leads for exporters
41 International representation
45 Leads for importers
46 Visiting buyers and officials; new trade lists
47 Construction projects; additional projects announced

New Books and Reports, page 48

BASIC DECISIONS TO COME

GATT negotiations at point where recommendations of industry on specifics needed

Commerce interviewing industry representatives in preparation for formal hearings by Tariff Commission and formulation of U.S. position at next May's meeting

The Department of Commerce is calling on industry for recommendations on what the U.S. should be seeking from other nations in the forthcoming GATT Negotiations.

With considerable hard bargaining still ahead, the United States and the European Common Market agreed this week on general principles for trimming world trade barriers. Six days of day and night meetings in Geneva resulted in both sides making major concessions, and observers report that work will now go ahead on preparations for specific tariff reductions.

At the request of Governor Christian Herter, the President's Special Representative for Trade Negotiations, the Department is examining cases in which specific foreign trade barriers impede U.S. exports and warrant removal. A basic source of this information is a series of consultations with industry being conducted by the Department's Business and Defense Services Administration (BDSA) in cooperation with the Bureau of International Commerce (BIC) to reveal U.S. export problems and opportunities.

Industry executives who attend these meetings are being told that, in order to prepare for the GATT Negotiations, the U.S. needs to know the potential benefits of specific foreign tariff reductions and the elimination of trade barriers. The Government needs the informed judgments of industry based on actual experience in the export field.

This information will help formulate the U.S. position and will form the base for formal hearings later this year by the U.S. Tariff Commission and the Special Representative for Trade Negotiations under the statutory provisions of the Act.

The Department has obtained the views of about 15 industries in consultations held thus far. Secretary Hodges said the U.S. is making every effort to ensure that our negotiators will be fully informed on U.S. export problems and opportunities. Only in this way can President Kennedy's export expansion program and the objectives of the Trade Expansion Act be implemented fully.

While heretofore the main focus in negotiating conferences under GATT has been on tariff barriers, the Trade Expansion Act recognized the importance of non-tariff barriers and stressed their removal, Secretary Hodges said. Their importance is confirmed by the consultations with industry, which have identified a number of specific non-tariff barriers.

Industry spokesmen have explained that a number of institutional factors, such as the method of levying taxes and duties, and non-tariff barriers in general, are obviously significant.

Other principal non-tariff barriers cited by industry spokesmen include:

1. State operating monopolies for the purchase and distribution of products (tobacco is a case in point).
2. Restrictive foreign government bidding practices favoring their own nationals.
3. Specifications geared to foreign suppliers which operate to the detriment of U.S. products.
4. Licensing controls, quotas, special taxes on imports, and advance deposit requirements for import licenses.
5. Internal taxes which have the effect of discriminating against U.S. products.

The participating corporations and trade associations are following up these meetings with additional work to identify further the trade impediments posed by non-tariff barriers, and to show what their removal would mean. The combination of government and industry data is expected to provide U.S. negotiators with a highly useful body of information for trade negotiations.

The industries that have appeared or are expected to consult with Department of Commerce officials in the near future include: Automotive vehicles; fountain pens and mechanical pencils; brass and copper wire mills; Douglas Fir plywood; air conditioning and refrigeration; food canners; jewelry; pulp, paper and paperboard; anti-friction bearings; tobacco; musical instruments; organic chemicals; electronics; textiles; aluminum; household appliances; industrial chemicals; compressed gas cylinders; distilled liquor; apparel; machine-made glassware; synthetic fibers; flat glass; pharmaceuticals; steel; softwood lumber; aircraft; printing machinery; and pumps and compressors.

Secretary Hodges invited other industries wanting to consult with the Department to write to Assistant Secretary for Domestic and International Business Jack N. Behrman, or BDSA Administrator Daniel L. Goldy.

EEC pork levies slated to start by July, 1963

The European Economic Community's import-levy system for pork products (including lard)—originally scheduled to go into effect Dec. 3, 1962—will now become effective by July 1, 1963, at the latest.

Pork products in the levy system include: fresh or frozen offals (CXT ex 02.01B II); unrendered pig fat (ex 02.05); salted, dried or smoked pork and edible pork offal (02.06B); lard (15.01A II); pork sausage (ex 16.01); pork-liver preparations and preserves (ex 16.02A II); and pork or pork-offal preparation and preserves (ex 16.02B II). The import-levy system for live hogs and pork carcasses went into effect July 30, 1962.

Over 2.5 million jute bags sought by Cambodian firms

Have any jute bags for sale abroad? Cambodia wants over 2.5 million of them.

The bags are used by Cambodians for exporting rice, according to an official from the Agency for International Development (AID). The project comes under a recent $1 million loan from AID to Cambodia for purchase of the bags.

For details and specifications on the many export opportunities to sell jute bags, see pages 26, 27 and 28 in this issue.

American steamship owners join export expansion drive; add new high speed vessels

Committee of American Steamship Lines spending millions to promote increased trade between U.S. and 450 major world ports; 2000 voyages scheduled on 31 trade routes

The 15 members of the Committee of American Steamship Lines (CASL) "kicked off" a new industry government trade promotion partnership this month in Houston, Texas. One of their export expansion leaders, Capt. J. W. Clark, outlined how U.S.-flag liner companies can assist Houston area manufacturers to develop markets overseas.

Capt. Clark, president of Delta Steamship Lines, New Orleans, and chairman of CASL's Foreign Trade Expansion Subcommittee, addressed the South Texas Regional Export Expansion Council's Export Expansion Conference in the World Trade Building. He pointed out that executives of the 15 lines, which hold operating differential subsidy contracts with the Government, had recently worked out a program with Draper Daniels, the President's National Export Expansion Co-ordinator, to meet with the Department of Commerce's Regional Export Expansion Councils to offer U.S. foreign traders their worldwide shipping and trade development services. The new program ties in with the government's continuing national effort to increase U.S. sales abroad and to reduce the balance of payments deficit.

"The lines have more than 1,300 people active in the U.S. and abroad in sales and trade development," Capt. Clark said. "More than one and three quarter million trade contracts are made by our representatives every year. During the past three years, our companies expended nearly $47 million in trade promotion, public relations and advertising programs to promote trade between the U.S. and more than 450 major world ports.

"Already we have provided missions of top-level executives to visit key U.S. cities, such as Indianapolis, St. Louis, Atlanta, Pittsburgh, Denver, Minneapolis, St. Paul, Kansas City, Cincinnati, Canton, Racine and Cedar Rapids, for the purpose of stimulating further interest in foreign trade," he added.

Capt. Clark pointed out that American shipping contributes almost $1 billion a year to a more favorable U.S. balance of payments. "Actually, American-flag ships transport only about 10 per cent of total U.S. world trade," he said, "with regular scheduled operators carrying approximately 30 per cent of the liner trade. If American ships received only 50 per cent of our export-import traffic, then we could make a further and even more substantial contribution toward the critical payments deficit."

A recent study of American-flag operators has revealed that, when U.S. cargoes are routed via foreign vessels, about 73 cents of every freight dollar goes out of the United States, he explained, but when cargo is routed via American ships, 77 cents of every freight dollar stays in the United States.

Capt. Clark said that the 15 CASL lines provide U.S. exporters with frequent, scheduled sailings on 31 essential trade routes, while making 2,000 voyages a year.

Capt. Clark also said that the 15 lines are currently replacing their 300-ship fleet with "high-speed vessels, equipped with the most modern and efficient devices available. Two cargoliners, the DEL ORO and DEL SOL, have just set record runs from Rio de Janeiro to Houston, averaging well over 20 knots and cutting nearly four days from the old schedules."

American-flag lines are constantly exploring new avenues of trade promotion, Capt. Clark said, citing his own company's 44 years of regular shipping services between U.S. gulf ports and the east coast of South America. These services have unquestionably contributed toward the development of trade with Argentina, Brazil and Uruguay, he added.

Capt. Clark concluded: "Your American-flag lines, through our close relationship with the principal trading nations of the world, are in a good position to cooperate with American manufacturers and Government agencies in the Export Expansion Program."

NEW TRADE ROUTE MAP: Capt. J. W. Clark, Chairman of the Foreign Trade Expansion Committee of the Committee of American Steamship Lines, shows the committee's new map of their 31 routes to 450 ports to Representative Bob Casey, of Houston, member of the House Merchant Marine and Fisheries Committee (left), and Thomas E. Stakem, chairman of the Federal Maritime Commission, at Texas meet.

AN 'E' WINNER'S STORY

Win markets and influence customers with sophisticated sales approach, wide range of products and services

From orders for instrument panel light bulbs to complete airport systems, Washington company attributes much of its export success to the skills and knowledge of its hard-hitting overseas staff

By DIXWELL H. STILLMAN

Vice President
Air Carrier Service Corporation

It takes a particular faculty to sell on the same street where the Communists are giving it away. This is precisely what our "E"-winning firm, Air Carrier Service Corporation of Washington, D.C., recently accomplished in Indonesia when we sold $171,000 worth of aviation fuel trucks.

D. H. STILLMAN

The Communists had made a gift of 15 almost-similar trucks but in their rush of largess they overlooked something. Indonesia is up-and-down country and its roads are largely unpaved and generously curved. The Indonesian, not exactly as tall and brawny as a truck driver perhaps might be, politely struggled to maneuver the Soviet-made monster while barely able to see over a high-mounted steering wheel.

Our sales representatives took one look and then wired our client to send over a model that had power steering and adjustable seats. This made the first improbable sale and there were more to come.

President Kennedy's "E"-award program nudged many firms into expanding or creating sales abroad. As a result, many U.S.-based corporations entered into a phase distinguished by intense effort to master the techniques of developing overseas markets.

PLANES TO PAKISTAN: Government of West Pakistan receives first pressurized Aero Commander to be sold overseas as M. Ayoub Khan, pilot, Air Carrier representatives Walter J. Stewart and George Grossoehme, and Vice Marshall Haider Raza, Pakistan Air Attache, discuss new ship's capabilities.

Dynalectron Corporation, of which Air Carrier is a subsidiary, however, was already deeply involved overseas several years before the export push became an identified national ambition. It had established a sales-successful pattern for international marketing well in advance of this new motivation for American business and industry.

Marketing complex

Our firm's rule is to provide marketing and technical services for U.S. manufacturers of commercial aircraft and associated aviation products, and also represent the products and technical capabilities of sister divisions in the far-flung Dynalectron family. Today, this marketing complex consists of a worldwide network of offices and representatives located in 27 countries.

Our parent company has always had many things to sell, including expert management from top to bottom and it sells these things all over the world. With years of experience behind it Dynalectron is, for example, engaged in electronics, aircraft and missile maintenance and modification, nucleonics, missile tracking and data reduction. It also manufactures X-ray equipment, dry transformers and incremental motors.

Through another major subsidiary, Aircar Engineering International, Inc., it provides technical and survey services to aviation insurance underwriters. Through Air Carrier, it performs for many domestic clients and foreign buyers a needed function as purveyor of aircraft—and everything that goes with them—to governments, businesses and individuals.

In the last few years, Air Carrier has coordinated Dynalectron's capabilities and experience into organized technical assistance programs for many developing countries.

Founded in 1946, Air Carrier became a part of California Eastern Airways in 1952, and then a part of Dynalectron when the name was changed. During its 17 years of operation, we have gathered together a staff of experts and sales representatives. These men and women possess an invaluable forte, namely, familiarity with the products they sell and awareness of the customs and needs of the countries to which they are assigned. It also helps that most of them are working in their native lands.

Air Carrier executives spent many years carefully developing overseas personnel who operate effectively within the often difficult mores and methods of their own country, and yet who understand,

implement and are equally as comfortable with American business ways. Added to this is a mastery of skills and knowledge in international marketing and foreign trade, finance and banking and import-export procedures and regulations. This happy combination, achieved everywhere, has been an important key to our sales.

Sales veterans

Many of the men and women who head our overseas offices have been with the company for a long time and this, too, is part of the reason for our continuing growth. Veteran sales personnel in Tokyo, London, Montreal and Rio de Janeiro are the solid base upon which customer confidence is built.

A broad spectrum of assistance and service is constantly tailored to the functional and geographical requirements of a world-spanning marketing effort. Located throughout North and South America, in Europe and Asia, our offices are interlinked by direct telecommunication with a headquarters in Washington, D.C. that is also shared with Dynalectron.

Technical observer

From this busy main office, Air Carrier acts as technical observer for overseas operators with respect to developments in the U.S. aviation industry, and furnishes engineering facilities which eliminate the need for clients to send technological teams on costly trips to this country. For many of our clients, we also prepare materials for and conduct negotiations with U.S. Government agencies. With all of these collateral activities, however, Air Carrier has never forgotten that selling is its primary purpose.

A typical performance is the overseas representation for Aero Commander, Inc. By the end of 1962, more than 60 Aero Commanders had been sold in the 14 countries covering more than one-third of the world where we act as sales agents.

Two of these sales demonstrate customer loyalty. In 1953, an aircraft was delivered in Japan to *Asahi Shinbun-sha*, a newspaper company that boasts the world's largest daily circulation. This was the first production model of an Aero Commander, Serial No. 1. Eight years later, we sold the same customer its third Aero Commander, Serial No. 1001.

The Convair Division of General Dynamics Corporation was represented exclusively in 7 countries, and we led negotiations which resulted in the sale and lease-purchase of 8 Convair 880 jet aircraft in Japan and 3 Convair 990 jet aircraft in Brazil. Further, 30 new Convair 340 and 440 aircraft were sold in Latin America and the Far East.

Exclusive representation

In 1961, we were designated the sales representative in Brazil for Allison Division of General Motors Corporation. We also represent such manufacturers as Canadair, All American Engineering, Hiller Aircraft, Fire Control Engineering Co., Ideal-Aerosmith, Goodyear and others.

Through aggressive salesmanship, we have scored a number of "firsts" throughout the world. Two examples of this are to be found in recent sales consummated in Brazil and Germany.

Working closely with Taxi Aereo Lider, Ltda. in Belo Horizonte, Brazil, our staff helped to create a new third-level commuter-type service in that area using 3 Aero Commander 500B aircraft. Designed in the latest commuter configuration, these planes seat 7 passengers and the pilot. In another part of the world, 17 Boeing 707 and 720 aircraft flown by Lufthansa German Airlines were equipped with flight-data recorders manufactured by United Data Control.

By our service as a purchasing organization in the aviation field, we relieve our overseas clients of the knotty problems of locating sources of supply, negotiating prices and terms, determining engineering specifications and handling the intricacies of buying in the U.S.

Thus, our smooth-working sales organization engages in activities that run the gamut from procuring something so small as an instrument panel light bulb to extensive technical services such as the installation of a complete airport system.

Free World advertising outlays pass $20 billion

Total free world advertising expenditures passed the $20 billion mark last year for the first time in history, according to a preliminary estimate by the International Advertising Association. The figures, represent a 5% increase over the 1961 total of $19.3 billion.

The XVth Annual Congress of the International Advertising Association, taking place May 26 through May 29 in Stockholm, Sweden, will be held outside the U.S. for the first time since the formation of IAA 25 years ago.

1st U.S. exhibition in Conakry hailed

Event draws thousands of Guineans, other Africans

The first official U.S. trade exhibition in the Republic of Guinea was greeted with enthusiasm and keen interest when it opened May 5 in Conakry. By the time the show closed its doors on May 19, thousands of Guineans and other Africans had an idea of how American free enterprise works toward providing better ways of living.

Fifty-seven U.S. firms displayed their products and industrial know-how at the exhibition, which was staged by the Bureau of International Commerce of the U.S. Department of Commerce. The theme was "Education and Employment for a Better Future."

Ribbon-cutting ceremony

Sekou Toure, President of Guinea, voicing much pleasure over the American trade show, assisted Sargent Shriver, Director of the Peace Corps and official U.S. representative at the exhibition, in cutting the ceremonial ribbon on opening day.

Commerce Secretary Luther H. Hodges sent a special message, expressing the hope that the many exhibits would be useful to Guinea's program for economic development, and "contribute to the strengthening of commercial relations and the bonds of friendship between our countries."

Fairgoers were impressed with the American exhibition, and showed great interest in consumer goods and in on-the-spot training courses conducted for unskilled Guineans in electrical, metal and woodworking trades.

Guinean Government, education, and business leaders attended special programs on trade and industry day and on education and technical training day.

TURKISH DIESEL FACTORY

A project for the establishment of a factory in Turkey for the manufacture of diesel engines of up to 4,000 horsepower to power railway locomotives and ships has been submitted to the Union of Chambers of Commerce and Industry in Turkey.

PETROLEUM ENERGY

Petroleum's share of Italy's expanding energy market rose from 48.6% in 1961 to 53.7% in 1962.

New 'E' awards go to 8 companies for export push and participation in 'Travel U.S.A.' program

Honors shared by airline, bus company, export managers and producers of trawlers, refrigeration equipment, tobacco, scientific instruments

In mid-May ceremonies held from Philadelphia to St. Augustine and Dallas, 8 additional U.S. organizations received President Kennedy's "E" award to signalize their successful exporting programs or participation in the "Travel U.S.A." program.

The new "E" winners include an airline, a bus company, export managers and manufacturers of shrimp trawlers, refrigeration and air-conditioning equipment, scientific instruments and tobacco products.

The R. J. Reynolds Tobacco Company which has been exporting its products for more than 40 years received an "E" flag and citation from Secretary of Commerce Luther H. Hodges in Washington, D.C. on May 15. Reynolds' Vice President and General Counsel, H. Henry Ramm, represented the Winston-Salem, N.C. firm for the event.

In another Washington, D.C. ceremony, Vice President Lyndon B. Johnson cited Continental Trailways of Dallas as a new winner in his Capitol Hill office on May 17. President of the bus firm, M. E. Moore, received the "E" flag and citation from Vice President Johnson in recognition of his company's endeavors in the travel field.

A third "E" ceremony in Washington saw a New York City firm, Resources and Facilities Corporation, receive export honors from Draper Daniels, National Export Expansion Coordinator, on May 17.

A St. Augustine, Fla. manufacturer of wooden shrimp trawlers joined the ranks of "E" winners on May 18. At ceremonies held in its yards, Diesel Engine Sales, Inc., received export honors from U.S. Senator George A. Smathers and Mrs. Smathers christened a new craft before its launching.

Braniff Airways, Inc., of Dallas, became an "E" winner on May 20 during World Trade Week ceremonies in that city. For its active promotion of the travel program, the airline received a pennant and citation from John Black of the U.S. Travel Service.

In Philadelphia, the Foreign Traders Association held World Trade Week ceremonies on May 21. On this occasion, Eugene M. Braderman, director of the Commerce Department's Bureau of International Commerce, presented "E" pennants and citations to 3 Pennsylvania firms. Singled out for their export finesse were the Frick Company of Waynesboro, Nuclide Analysis Associates of State College and Safeguard International, Inc., of Upper Darby.

Ways and means

Brief descriptions of the ways and means utilized by the new "E" winning firms to further the "Travel U.S.A." program and to increase exports of varied U.S. products follow:

● Braniff began actively promoting travel to the U.S. from various Latin American countries in 1948. In 1959 a market study showed that a potential existed for low-cost package tours of the U.S. The tours were successfully initiated and advertising and sales promotion were stepped up, including publication of comprehensive tour manuals and trips to the U.S. for Latin American travel agents and newsmen. Later, seminar programs were held in a number of Latin American cities.

A low-cost budget bus tour of the U.S. was sponsored. As a result of these and other projects, Braniff's visitor traffic from Latin America has been gaining with an 84% increase noted from Colombia alone.

● Continental Trailways began an international sales program in 1954 to attract greater numbers of tourists to the U.S. by developing packaged tours in cooperation with hotel chains and airlines. The company now has over 2,300 travel agency offices in 42 countries serving as authorized sales outlets. It initiated a special "Visit the U.S.A." fare which allows tourists 99 days of unlimited travel for $99.

Multi-lingual hostesses serve aboard cross-country buses. Foreign visitors to the U.S. are given personal receptions on their arrival at U.S. airports or piers. In 1961 and 1962 a special bus made successful tours through major European cities to acquaint travel agents, newsmen and the general public with the company's travel facilities. By 1961, travel sales had risen 55.6% over the previous year.

● Diesel Engine Sales, manufacturers of wooden shrimp trawlers, within the past 30 months has built up its export business to 50% of its total sales (see IC story of Nov. 19, 1962, p. 5). By employing production-line methods in a craft industry, the firm has been able to deliver a quality product at a reasonable price. Is believed to be only U.S. shipyard which has succeeded in exporting wooden fishing trawlers in an industry generally dominated by foreign builders.

● Frick makes heavy-duty, industrial refrigeration and air-conditioning equipment as well as sawmill and farm equipment. Industrial refrigeration equipment has been installed in nearly every country of the world and, over the past 10 years, sales have increased over 200%. Manned by company-trained engineers, regional, overseas offices have been established. The international sales department engages in a heavy overseas travel program to develop markets and distribution.

An engineering training program provides foreign nationals with specialized engineering techniques. The firm is an active participant in the trade fair program and from time to time has introduced new products to overseas markets.

● Nuclide Analysis Associates is a small firm that makes scientific instruments to analyze both stable and radioactive nuclides. The company has successfully entered overseas markets where tough competitive conditions existed because its products were more technologically advanced. Word-of-mouth or letter advice from scientist to scientist has helped the firm's growth.

Senior scientists present papers before European meetings as often as possible and visit laboratories from which the firm has had inquiries. Ads have been placed in European technical magazines and mass mailings of technical data sheets were made to potential overseas customers.

● Resources and Facilities provides international licensing and export marketing services for a number of small U.S. manufacturers. Started as a 1-man operation in 1953, the firm now has a worldwide staff of almost 100 industrial service specialists located in 14 countries, together with a network of independent sales agents. Extensive use has been made of trade fairs with a total of 129 exhibits at some 45 trade fairs.

● R. J. Reynolds, a veteran exporter shipped its products to 130 export destinations in 1961.

In the past 5 years, with the growing overseas potential for U.S. tobacco products, the firm has increased its efforts to expand overseas shipments. Its export department staff was increased, new markets were sought and marketing personnel were stationed overseas to train distributors and their sales organizations and to report on local conditions. In addition, expenditures for advertising and sales promotion were substantially increased.

● Safeguard International is engaged as combination export managers for firms manufacturing office equipment and metal-working compounds. Through Department of Commerce trade surveys, the company has established overseas representation in 11 countries. Contacts and discussions with other exporters at Philadelphia's Foreign Traders Association have introduced the firm to the successful techniques used by other companies.

Overseas mail is answered the same day it arrives with rare exceptions and orders are filled promptly.

NET 1ST QUARTER DECLINE

U.S. gold holdings fell $111 million in 1st Quarter; smaller than 1962 decline

Dock strike in January may have adversely affected first quarter balance; Seasonally adjusted export of merchandise at annual rate of $19.8 billion

International transactions of the U.S. during the first 3 months of 1963 resulted in a $111 million decline in U.S. official gold holdings, which was partially offset by a $33 million increase in convertible currency holdings by U.S. monetary authorities, according to a preliminary report on the balance of international payments by the Commerce Department's Office of Business Economics.

These compare with a decline of $303 million in U.S. official gold holdings and an increase of $114 million in convertible currency holdings in the first quarter of 1962.

Along with the net first quarter decline of $78 million in official holdings of monetary assets, liquid liabilities to foreigners increased by $594 million. The latter amount includes $350 million of special Government securities, of which $225 million are denominated in foreign currencies and $125 million in dollars. The sale of these obligations to foreign monetary authorities represents one of various new techniques to counteract international speculation and to limit the outflow of gold.

Liquid obligations

These securities mature 1 to 2 years after the date of issue, but can be converted by the buyers after relatively short notice into shorter-term assets and then into freely usable assets and are, therefore, technically considered liquid obligations. The Treasury Department released a statement May 17 explaining in more detail the nature of these securities.

Apart from these issues, the rise in liquid liabilities, based on preliminary reports by U.S. banks, was $244 million.

The sum of the decline in official holdings of monetary assets and increase in total liquid liabilities of $672 million would correspond to a seasonally adjusted figure of about $820 million.

Although this amount exceeded the quarterly average of $550 million in 1962, various considerations, still based on fragmentary information, seem to indicate that basically the balance of payments has not deteriorated.

Advance debt payments

Major items improving the balance in 1962 were receipts from advance debt repayments or repurchases of debt obligations by foreign countries, and large commitments of foreign funds for military purchases. These transactions averaged about $285 million per quarter in 1962, but in the first quarter of this year were only about $40 million. The difference of about $245 million nearly equals the apparent deterioration of the balance from the quarterly average of last year to the first quarter of this year.

The first quarter balance may also have been affected adversely by the dock strike in January, as even by the end of the quarter the backlog of export shipments was not entirely cleared up.

Seasonally adjusted merchandise exports, excluding military transactions, were at an annual rate of about $19.8 billion, approximately the same as in the fourth quarter of last year. Exports had declined from a peak of over $21 billion in the second quarter of 1962, but the first quarter data suggest that the decline was arrested.

Imports were at an annual rate of just under $16 billion, somewhat less than the previous quarter, which itself was below the peak of $16.6 billion in the third quarter of last year. The first quarter trade balance was at an annual rate of about $3.9 billion, slightly less than the balance of $4.4 billion for last year as a whole. The dock strike, which seemed to have affected exports more than imports, may have accounted for some of this difference.

Imports may have been retarded, however, by the interruption in business expansion last fall and winter. A faster rise of business activity and inventory accumulation may be expected to stimulate merchandise imports, particularly industrial materials.

Buy foreign securities

New issues of foreign securities purchased by U.S. residents exceeded $500 million, an exceptionally large amount, which may not be expected to continue at that rate. A large direct investment transaction involving the purchase of stocks in a foreign company by a U.S. corporation added about $100 million to the capital outflow.

The increase in capital outflows was at least in part offset, however, by a reversal of capital movements through U.S. bank loans. Last year new loans substantially exceeded repayments, while in the first quarter repayments by foreigners were higher. Outflows of private U.S. capital as a whole may have been slightly higher than the $3 billion rate recorded for last year.

United Kingdom decontrols certain Japanese imports

The United Kingdom freed certain Japanese goods, as of May 4, from import licensing restrictions, the U.S. Embassy in London reports.

The freed commodities are: all items of jewelry, including artificial pearls; optical, scientific, and precision instruments other than binoculars, microscopes, and lenses; decorated glassware; footwear; artificial flowers, other than of pottery; cathode ray tubes and other radio valves other than transistors; toys made wholly of celluloid, rubber, or glass; and canned pilchards.

Voluntary export control by Japanese authorities over textile and radio goods also went into effect and the U.K. established 1963 quotas on certain items remaining under licensing control to Japan.

Bolivian consumers like U.S. goods but importers need liberal credit

Economic climate compares favorably with that of other countries in area; competitors offer buyers generous terms of payment

By WILLIAM G. GIBSON

Commercial Attache
U.S. Embassy, La Paz

U.S. manufacturers can increase their sales in Bolivia considerably, especially if they are prepared to liberalize their credit policies. Bolivian consumers are eager for U.S. goods, and importers are equally eager to sell them.

WILLIAM G. GIBSON

Bolivia presents an economic climate which compares favorably with that of other countries in this area. For example, the country has had since the Revolution of 1952 more than a decade of political stability, a record few Latin American countries can match. Bolivia has enjoyed the longest period of exchange stability of any country south of Panama, with the exception of Venezuela. Bolivia has experienced relatively less inflation than all of its South American neighbors except Peru. Bolivia has had free currency convertibility, and a single exchange rate since 1956.

Unlike most countries of the region, this nation has had—except for certain special commodities such as firearms and ammunition, lubricating oils and greases, gasoline, and recently, commodities covered by U.S. PL-480 agreements, if they are imported from non-U.S. soures—no import licensing for the past 6 years, and the gross national product has increased in real terms by almost 5% a year since 1959. Bolivia was one of the few countries in Latin America to prepare a long-term development plan and to secure its approval by the committee of experts of the Organization of American States.

Business acceleration seen

The United States, the Inter-American Bank and other sources of aid have obligated economic assistance funds which have increased from a level of about $18 million in 1960 to $40 million in 1961 and more than $60 million in 1962, with even greater increases scheduled for future years. While the aid pipeline is still filling up, actual deliveries of capital goods and industrial raw materials have increased only by a million or so dollars a year since 1960, but by the end of 1963 the pipeline will begin discharging supplies and equipment in large volume and this should result in a sharp acceleration of investment and business activity. U.S. firms would be well advised to increase their sales as much as possible now, especially in those lines such as machinery and motor vehicles where tradition plays a large part in determining future sales.

Bolivian consumers like American goods for their style and above all for their quality and reliability. The greatest drawback to increased sales is the failure of U.S. exporters to grant reasonable credit terms to even the most reliable importing firms. Other foreign countries, particularly those in Western Europe, Japan, and Czechoslovakia have already seen the promising possibilities of the Bolivian market and have granted increasingly generous credit terms to their exporters.

Meet obligations promptly

Individual Bolivian firms, on the whole, meet their external financial obligations as promptly as do firms in other Latin American countries. According to recent Federal Reserve Bank reports, the percentage of drafts paid promptly by Bolivia—71.3 in January 1963—well exceeds the total Latin American percentage of 64. Twelve independent countries including Brazil, Chile, Peru, and Venezuela show a lower percentage than Bolivia's. This is not an isolated month. In at least 6 other months last year the percentage of Bolivian prompt payments was greater than the percentage of all Latin American countries. In June 1962 for example, Bolivia's percentage of prompt payments was 66.6 as compared to the total of 55.9%. In this month Bolivia had a higher percentage than Chile, Colombia, Ecuador, Peru, and Venezuela, among others.

Motor vehicle distributors report that the rate of defaults on payments for vehicles is less than in the United States. Possibly one reason for this is the practice of vehicle distributors in Bolivia not only to retain title to the vehicle until it is paid for, but in addition to obtain a mortgage on any real or other property of the purchaser to guarantee payment of the purchase price.

Money scarce

Money is unusually scarce in Bolivia. Interest rates are abnormally high: A recent International Monetary Fund survey showed that commercial banks are earning a 14% profit, the highest in Latin America. The average effective interest rate on loans charged by these banks is from 21 to 24%.

It is difficult to obtain a loan, however, even if the borrower is prepared to pay the high interest charges. In fact, money is so scarce that under a system of house and apartment rental called "anticretico", the lessee pays in advance, lives in the house, and at the end of the year is entitled to the return of all of his money. If he doesn't get it, he continues to live in the house rent free, until he is paid.

In such an environment, the prospective Bolivian purchaser of, for example, a U.S. truck, is hard pressed to find ready cash to pay the full purchase price in advance or on delivery, and it is little wonder that he is tempted by English, German, or Japanese products — for which he has a year, 18 months, or 2 years to pay—not to mention trucks from Czechoslovakia, which sell for half price to begin with and require only a 20% payment to take delivery, the rest spread over 2½ years at very low interest rates.

Buyers of U.S. vehicles do not always have to pay cash. The American motor vehicle dealers in Bolivia have to extend credit to their customers. One prominent dealer, after receiving a 25 or 33% down payment on trucks gives 18 months credit on the rest, and reports that with delays and deferements it usually takes up to 1½ years before the total purchase price

the author

Mr. Gibson received a B.A. degree from Dartmouth in 1936, a B.S. and M.S. from the Massachusetts Institute of Technology in 1938, and later attended the London School of Economics and George Washington and American Universities. He served in Rio de Janeiro, Lisbon, Rome, Calcutta, London, and Luanda before taking his present assignment last fall.

is paid. Interest on the unpaid balance is usually 2% per month. This dealer estimates that he could double or triple his sales if the U.S. manufacturer would extend him credit. He would like to have vehicles shipped to him on a 20 or 30% cash payment with order, and 12 to 18 months to pay the rest, with annual interest of 8%.

Competitors make inroads

Not all distributors of U.S. products complain about the lack of credit provided by their principals. In a few lines, distributors here are granted almost unlimited credit. In general, however, almost everyone agrees that sales of U.S. products could be greatly increased if dealers were granted terms similar to those of British, German, and Japanese exporters. There is a ready acceptance for U.S. goods in Bolivia, and they are seen everywhere; but there is a real danger that U.S. exporters are too complacent and much evidence that non-American exporters are making serious inroads in the traditional pattern of trade. Even the most liberal credit terms granted by U.S. firms—180 to 240 days (and this is not for vehicles, but for industrial equipment)—cannot compare with the 2- to 3-year terms offered by some foreign exporters of even motor vehicles, not to speak of industrial equipment. If U.S. sales to Bolivia are to increase as they should, or even to hold their own, American exporters must share some of the load hitherto borne almost entirely by their distributors and must assume some of the financial burden by liberalizing their credit terms. The result would be to the benefit of exporter, distributor, and purchaser alike, and would go a long way toward significantly increasing the total of U.S. exports to Bolivia.

U.S. firm to build first Ethiopian pulp and paper mill

Parsons & Whittemore has signed a contract with the Imperial Ethiopian Government Ministry of Commerce and Industry to collaborate in the construction of Ethiopia's first integrated pulp and paper mill.

Construction of the $8 million mill will begin late this year. The first stage, a paper mill with an initial capacity of 7,500 tons annually, is scheduled to go into operation in early 1966. By 1968, a pulp mill utilizing fibrous raw materials indigenous to Ethiopia will be added. The paper mill will then be gradually expanded, as the market warrants, until the completely integrated mill has a total capacity of 15,000 tons annually.

U.S. beer barons bashful at boosting brew abroad

By Neil C. Hurley, Jr.

Chairman, National Export Expansion Council

New York—Once, on a French liner carrying mostly American passengers from New York to Europe, we inquired of a bartender why U.S. beer was unavailable.

"Because it's no good," he told us.

This being a highly improbable judgment of a $6 billion industry that brews 95 million barrels a year, we went the other day to see Robert Dalton, who is in charge of some 30 field branches of the hundred-year-old United States Brewers Association.

It is located in a neat, well-kept office on Fifth Avenue and looks more like an automobile finance firm than the headquarters of a group of people devotedly attempting to get the rest of us to increase our beer drinking. As far as we could tell, however, their efforts do not begin at home and while we indicated readiness to start things rolling for a bigger 1963, Mr. Dalton remained as unmoved as a stand-in for Mt. Rushmore sculpture.

"We don't export much," Mr. Dalton admitted, "although we produce twice as much as Germany, which is next in line. It's not quality, of course. Neither is it taste. But about every foreign country protects it own beer industry with restrictions, either tariffs, quotas or distribution boycotts. What is a U.S. brewer supposed to do when local brewers own all the outlets that sell it?"

Now, our experience with the brewing industry has been affable comradeship with a number of men wearing white aprons, who for 30 cents a bottle, listened amiably to our views on politics, religion or whether sauna baths would ever take hold in this country. But we suggested that U.S. grog makers might do a little foreign buying themselves, maybe acquiring plants abroad.

"We haven't done any," Mr. Dalton said. "Unfortunately, there isn't an American subsidiary operating out of the country, although Carling from Canada is down here."

U.S. brewers exported a paltry 280,000 cases in 1961, the latest year for which figures are available. In contrast this country imported 6 million cases.

The soft drink people do very well abroad. One Frenchman has remarked that James A. Farley was "Coca-colonizing" Europe. Bourbon is now available throughout the world. New York and California wine is appreciated and bought in many lands.

We left Mr. Dalton feeling somehow that U.S. brewers, the most imaginative and energetic of men, with mazes and networks of domestic plants, need help to go beyond our borders. The people in the U.S. actually buy half as much stout from little Ireland as our breweries sell to every other country in the world. And, unfortunately, the world of the U.S. brewmaster is pretty much the Caribbean, with almost half the exports going there.

We did, however, learn a lot of other facts from Mr. Dalton, who, incidentally, is a dapper, eager person, a native of Illinois, and a lawyer turned lobbyist who now devotes his day times to expanding beer consumption.

For instance, the average person in Belgium drinks twice as much beer as the average U.S. citizen. For every 2 gallons of milk consumed in this country, there is 1 gallon of beer. The same is true of coffee. The average American annually drinks 12 gallons of soft drinks, but puts away 15 gallons of the beverage of moderation, a figure that has been increased over the past 100 years from just over the equivalent of a 6-pack a person.

All the brewers now need do is look beyond the borders. They will have a lot of people helping them.

U.S. to operate trade information booth at plastics fair in London

Firms interested in business arrangements in United Kingdom asked to answer 6 questions, forward them to Embassy in London

Businesmen will be able to use the free services of the U.S. Trade Information Booth (TIC) at the International Plastics Fair to be held in London June 12-22. The TIC booth at this fair will mark the second U.S. participation in a British trade fair.

U.S. firms which have a product or service to sell, or are looking for an agent or distributor or any other kind of business arrangement in the U.K. may contact the Commercial Counselor at the U.S. Embassy in London.

Business proposals received for this project will be printed in booklet form and advertised during the fair. This booklet and other promotional material will contain the proposal (but not the firm's name and address) which will be discussed with interested buyers by the commercial officers staffing the booth.

At the end of the fair, the commercial counselor will notify U.S. firms which English firms were interested in their proposals. These initial contacts can then be followed up.

Business proposals should be submitted by answering the following questions on company letterhead and sending them, together with multiple copies of sales literature, to the Commercial Counselor, U.S. Embassy, London, England. Packages of literature should be marked internally "For use in Trade Information Booth".

❶ What product or service do you wish to sell (provide) or purchase (offer)?

❷ Do you wish to export directly? Do you wish to appoint an agent? If you are interested in appointing an agent, please describe the type of agency arrangements you desire and whether this agent will be your exclusive representative in the country or region.

❸ Do you wish to import for your own account or act as an agent?

❹ Are you interested in a direct investment or joint venture? If so, describe your proposition briefly, including whether your contribution will consist of one or more of the following: materials and equipment; know-how and services; capital.

❺ Are you interested in licensing a qualified firm to manufacture your product abroad? If so, provide a brief description of the agreement desired.

❻ What type of company is best qualified to transact your business?

Business proposals should include such information and enclosures as are necessary to make the most effective selling approach. This may consist of data regarding the size and scope of the firm, credit references, catalog pages, prices or other information describing the product or service. Price information should include CIF quotations, if possible.

Packaging machine makers boost U.S. goods, show

A delegation of 30 U.S. packaging machinery manufacturers are attending the International Packaging Exhibition (Interpack) being held in Dusseldorf, Germany, this month.

The group, composed principally of members of the Packaging Machinery Manufacturers Institute, went to Interpack to promote overseas sales of American-made packaging machinery, and to urge foreign manufacturers, marketers and businessmen to visit the U.S. next October and attend PMMI's 5th Packaging Machinery Show to be held in Atlantic City.

The Dusseldorf Exhibition is attracting upwards of 150,000 executives from all over the Free World. Taking advantage of this concentration of key businessmen, PMMI officials intend to present the technical and economic advantages of the American packaging machinery industry.

PMMI has joined the U.S. Government in sponsoring an information booth at Interpack. Occupying over 200 square feet, the booth is being shared with the U.S. Trade Information Center.

MACHINERY FAIR IN PARIS

The 35th International Agricultural Machinery Exhibition will take place next March at the Parc des Exposition (Porte de Versailles), Paris. Exact dates will be announced later. Deadline for registration is Oct. 1.

Bangkok Center to feature portable tools

Buying power in this field estimated at over $3 million

Portable power tools for light industry, including powered hand tools for working in wood, metal, ceramics and plastics, will be displayed in a special showing for buyers in Thailand at the U.S. Southeast Asia Trade Center in Bangkok Nov. 13-Dec. 6.

The market in Thailand for powered hand tools applicable to light industry, including basic small power sources, has shown a consistent growth over the past 4 years. It now represents in total buying power an estimated $3 million per year, according to data developed by the U.S. Embassy in Bangkok and the Commerce Department in Washington.

No import restrictions

There are no import restrictions in Thailand on goods in these categories.

Categories of tools which will be displayed at the Trade Center include:

Electric powered hand tools; pneumatic powered hand tools; self-contained power tools including gasoline motor, battery packs, and powder activated equipment; power sources including gasoline and diesel generators of ½-15kw. capacity and compressors.

Also spray guns for paints, chemicals and slurries for ceramics; flexible shaft tools for carving, scribing and engraving woods and metals; jacks—lifting, tugging and moving types; hoists, small chain up to 2 tons; electric hand tools of both the craftsman (sleave bearings) and industrial (antifriction) types; and small portable welding and brazing equipment.

Imports of portable electric tools have increased 82% in Thailand in the first 11 months of 1962 over the full-year total for 1961 and 138% over the 1959-62 period. Other categories have experienced similar increases.

Interested U.S. firms may contact any Department of Commerce Field Office or the Bureau of International Commerce, Exhibits Participation Division, Department of Commerce, Washington 25, D.C.

Market for heating equipment in U.K. expected to grow over next 20 years

Extremely cold winter causes British to show 'keen interest' in central heating; important buyers attend Trade Center show

The market for central heating and ventilating equipment in the United Kingdom, reports the U.S. Embassy in London, is expected to show a healthy growth over the next two decades.

The British, after suffering one of the coldest winters on record there, exhibited "especially keen interest" in the heating, ventilating and air conditioning show held last March at the U.S. Trade Center in London.

Some 1,300 visitors, many of them important buyers, engineers, and public officials, were attracted to the show, according to the Embassy.

An estimated 360,000-400,000 houses will be built over the next 20 years in the U.K. While the majority of houses, in the past, have been built without adequate heating systems, the Embassy reports, there is "increasing public recognition of the fact that central heating is one of the household amenities comparable to running water and electricity." A potential also exists in many of the houses already built without adequate heating, the Embassy says.

Still small field

Air conditioning is still a small field in the U.K. Its growth is largely restricted to commercial and industrial applications. The climate there also does not lend itself to domestic use of air conditioning equipment.

The Embassy also reports that classifying air conditioners as capital equipment for industrial and commercial use keeps them out the U.K. Purchase Tax category.

Considerable interest was shown at the Trade Center event in air purifiers and cleaners, with electronic principles receiving special attention. U.S. producers should find "an especially promising market" for air pollution equipment because of the large amount of soot in the air around the larger cities.

The U.S. equipment on display was limited. Despite that, however, some $30,000 worth of sales were made, with future sales exceeding an estimated $250,000 as a direct result of the Trade Center show.

U.S. manufacturers of the above-mentioned equipment will have another chance to exhibit their products in the U.K. April 15-24, 1964, when the 3rd International Heating, Ventilating and Air Conditioning Exhibition will take place at Olympia, London. Further information is available from Industrial Exhibitions, Ltd., 9 Argyll St., London, W. 1, England.

10th Japan Machinery Fair set this fall in Nagoya

The 10th annual Japan Machinery Fair, held each year in Nagoya, will take place this year from Oct. 5 to 15.

Manufacturers, sellers and agents of machine tools, metal forming and processing machines, electric motors, textile machinery, machinery connected with transportation, and office, woodworking and other industrial machinery are eligible to participate.

Foreign machinery may be exhibited only if a Japanese importer is prepared to import the machinery for his own account, paying the necessary duties and import taxes, according to the U.S. Consulate in Nagoya.

The Consulate reports that the fair, which "increases in importance every year," presents a good opportunity to introduce U.S. machinery "to Japanese buyers who come from all parts of Japan to examine the latest machinery on display."

Book fair to take place this summer in Bolivia

The Bolivian Government has announced that an International Book Fair will be held in La Paz Aug. 4-16.

Participation will be open to government organizations, social institutions, international organizations, and commercial concerns in countries which take part.

Further information about international trade fairs is available, unless otherwise indicated, from the Trade Fairs Division, Bureau of International Commerce, Department of Commerce, Washington 25, D.C.

U.S. to feature water-related items in Peru

Pacific International Fair scheduled this fall in Lima

The U.S. exhibition at the 3rd Pacific International Trade Fair in Lima next fall will feature items and material related to water.

U.S. manufacturers of irrigation devices, farm equipment and services, mining equipment, desalinization equipment, water-related household appliances and advanced fishing equipment are invited to participate in the Oct. 26-Nov. 10 event.

Theme of the U.S. exhibition will be "Water—A Wellspring of Progress." It will feature displays and demonstrations of the most up-to-date U.S. products relating to irrigation and water conservation, desalinization of seawater, household appliances that use water, and various marine and fishing devices.

Lots of fish

Peru, with 1,400 miles of coastline and over 50 rivers flowing down from the Andes, is vitally interested in water and fishing. The country is the largest fish meal exporter in the world and is second only to Japan in total annual fish catch.

There will be no charge for participating in the U.S. exhibition. Participants will be required to assume the cost of freight, insurance, customs duties and handling to Lima.

Interested manufacturers should write to the Bureau of International Commerce, Exhibits Participation Division, Department of Commerce, Washington 25, D.C., or to any Department of Commerce Field Office for additional information.

Venezuelan business turns up; petroleum output spurts 4%; new development bank planned

Income tax amendment ups advertising, PR deductions; nation plans trade missions to help boost export drive; tax exemptions and special exchange rates for exports studied

Venezuelan petroleum production in the first quarter of 1963 was up 4% over the corresponding 1962 period according to the U.S. Embassy in Caracas.

Various Inter-American Development Bank (IDB) and Agency for International Development (AID) loans are being drawn down; the first $1 million installment of the $30 million loan for community development was turned over to Venezuelan authorities on April 30.

The President of the Venezuelan Development Corporation (CVF) announced that a new Development Bank would be established, with an initial capital of 40 million bolivares ($8.8 million at the controlled free rate of $0.22 per bolivar) subscribed by the CVF, the International Finance Corporation (IFC), and by private Venezuelan investors.

The creation of a Fund for the Stabilization of Mortgage Bonds was also announced, with the objective of creating an active, stabilized market for bonds issued by Venezuelan mortgage banks.

Influential visitors

The Caracas meeting of the (IDB's) Board of Governors gave many prominent visitors from Latin America, the U.S. and Europe an opportunity to witness the progress being achieved in Venezuela and also served as a forum for progress reports from other countries of Latin America.

An expected rise was registered in the tonnage of March imports through the major ports, as the flow of shipments from the U.S. returned to normal after being disrupted by the longshoremen's strike. March imports amounted to 167,829 tons, the highest figure in 10 months, and considerably better than the 126,000 tons entered during February, but still under the 196,000 tons of March 1962.

Further information about country or area articles appearing in this department, as well as current information on commercial and economic conditions abroad can be obtained from the Office of International Regional Economics, Bureau of International Commerce, Department of Commerce, Washington 25, D.C.

Commodity stories generally are prepared by the Business and Defense Services Administration (BDSA) industry divisions.

Reports are based on dispatches from U.S. Foreign Service posts and on department analysis.

Business, though still slow during March, turned up a bit. The trend in the construction industry seemed to make an about face with cement production jumping 36% over the February low to a point just higher than the 1962 average; sales of reinforcement bars followed approximately the same pattern rising to a point 12% above last year's average.

Export promotion

A plan to provide tax exemption and a more favorable rate of exchange for exports is under study, as well as plans for a Committee on Exports, with membership composed of officials in the Ministry of Development and representatives of the Venezuelan Exporters Association. The Ministry of Development is also programming trade missions to tour Central America and Caribbean countries, and plans to provide increased commercial and technical assistance to industries interested in exporting.

The Government-owned Planta Siderurgica del Orinoco (Orinoco Steel Mill) has announced the commencement of production of "TT" beams, "U" and "T" profiles, angles and strips in a variety of sizes. The plant was scheduled to begin accepting orders for "TT" beams, "U" profiles and angles in the second half of May.

Mack de Venezuela, C.A. (Mackvenca) has announced that its plant will start the local assembly of Mack and Land Rover vehicles this year.

C. A. Vidrios Nacionales Planos (CAVINAPLA) has been formed with an authorized capital of 12 million bolivares to manufacture flat glass. CAVINAPLA has also been conditionally awarded a purchase contract for a fully-equipped flat glass plant, on which bids were invited several months ago by the Corporacion Venezolana de Fomento (CVF), a Government development corporation.

CVF has announced the opening of bidding on a furniture factory (land, buildings, machinery and equipment). Some major conditions established for the bidding are:

❶ the minimum acceptable offer is 2,411,672.05 bolivares ($530,576.85);

❷ not less than 50% of the capital must be Venezuelan;

❸ the bid must be accompanied by a 100,000 bolivar bond ($22,000).

Bids will be opened June 20.

Thirteen firms, 3 of them American, were deemed qualified by the Corporacion Venezolana de Guayana to bid on installation of the 2 turbine generators in the projected Guri dam on the Caroni river. They must submit their bids by July 19, 1963.

The Action Committee for International Development, consisting of a group of some 25 young U.S. industrial executives (members of the Young Presidents Organization) visited Venezuela during the period, seeking opportunities to invest capital and/or technical assistance in Venezuela in collaboration with Venezuelan interests.

The Committee was formed in late 1961 by several members of the Young Presidents Organization to marshall the resources of U.S. industry, particularly medium and small establishments, and direct them, with Government cooperation, toward an effective contribution to industrial development in underdeveloped countries. The visit may result in sev-

eral projects for investments involving joint ventures in the near future.

In mid-March, the Finance Minister presented his annual report to the Congress. He was optimistic, indicating that during 1962 the economic recession which began in 1959 was definitely overcome.

The Minister cited the following economic indicators as proof of the recovery:

❶ a small increase ($5.1 million) in foreign exchange reserves;

❷ a sharp improvement in the government's fiscal situation;

❸ a significant increase in exports;

❹ an increase in Central Bank loans and investments;

❺ increases of about 50% in the value and volume of private construction;

❻ an increase of about 8% in manufacturing production, led by a 27% increase in textile output and a 24% increase in tire manufacture; and

❼ a substantial increase in agricultural production.

In contrast, little or no improvement was noted in other economic indicators including the money supply, commercial bank activity, securities markets, and investment activity.

Income tax amendment

On April 5, the Government issued a decree amending income tax regulations, in order to authorize the deduction of insurance premiums, charitable contributions and social welfare expenditures in determining taxable income. The amendment also specified that public relations and other advertising expenditures may be deducted.

The President recently stated that the official policy to grant no more petroleum concessions does not mean that the local petroleum industry will be paralyzed. The international oil companies which have established Venezuela in its present important position in world petroleum output can and must continue to participate in petroleum development. The President predicted that the Corporacion Venezolana de Petroleo (Government agency) would sign more "service contracts" with private industry this year which should increase national reserves and help development of the industry. Private industry was also urged to accelerate the evaluation of idle concession areas, as only 500,000 of the 3.7 million hectares held by private industry have proven reserves.

Sabotage on Creole's installations in the Lake Maracaibo area continued in early April, with the Ule-Amuay pipe line being twice bombed and set on fire. The damage on both occasions was repaired without appreciable loss in production or injuries to personnel.

Announcement that the U.S. Government was increasing Venezeula's fuel oil import quota for the quarter beginning April 1 was given wide coverage by the local press and was viewed with satisfaction.

First quarter petroleum production was approximately 4.01% higher than in 1962. As of the last week in March there were 26 wells being drilled, compared to the weekly average of 30 in 1962.

Iron ore production continued to decline. Steel company officials explain that African mines are beginning to produce at a high rate and that African ore is being offered at lower prices in world markets. Venezuela exported some 17 million metric tons of ore in 1960, whereas in 1962 this dropped to 10 million metric tons.

The Macuto-Sheraton Hotel was formally inaugurated April 3. With its deluxe facilities, including a private, protected beach on the Caribbean, swimming pools, yacht harbor and nearby golf course, the Macuto-Sheraton should attract more tourists to Venezuela. The 400-room hotel is owned by the Venezuelan Government and is part of the CONAHOTU hotel chain. It is operated under a management contract with the Sheraton Corporation.

At the Orinoco River port of Palua, State of Bolivar, work is progressing on new deep water docks which will enable giant ore carriers to load directly from the facilities of the Iron Mines of Venezuela (Bethlehem Steel Company). This will eliminate the need for five 8,000 deadweight ton vessels which have been transporting the iron ore some 250 miles down the Orinoco River to the deep water port of Puerto Hierro.

The 1962 winter season rice crop of more than 76,000 metric tons rose 22% over the same period in 1961. Zulia milk producers struck for higher prices. A new fruit processing plant, Jugos y Conservas Nacionales, S.A., opened in Barquisimeto, specializing in concentrated and frozen orange, grapefruit, lemon and pineapple juices.

A new sugar mill is being planned in the area of Acarigua, Portuguesa State, with the participation of foreign capital. Winter potato production rose 42% in 1962, registering 65,307 metric tons.

U.S. tobacco sales to France down

Price disadvantage blamed; U.S. still leads cigarette imports

French imports of 1,412 metric tons of U.S. leaf tobacco in 1962 were down 60% from 1961 and were about 50% below average imports in the preceding 5 years. The decline reflects continuing price advantages of tobacco from other countries, since only a slight decrease was registered in total French tobacco imports during 1962.

Total imports of cigarettes into France declined 11%, with imports from the U.S. falling 18%. Despite the more-than-proportionate decline, U.S. brands made up 61% of all cigarettes imported into France. French imports of cigarettes from the United Kingdom also declined, but imports from the Netherlands, West Germany, the Benelux countries, and Algeria increased.

Further declines in French imports of U.S. leaf tobacco and cigarettes are expected. The proposed duty rates of the European Economic Community's common external tariff (CXT) on these items will result in price advantages for low-priced leaf tobacco, as well as for cigarettes produced locally or imported from other Common Market countries.

French duties for leaf and manufactured tobacco products are now in the 1st of 3 stages moving toward the final CXT levels. Originally scheduled to become effective by 1970, the CXT will probably be implemented several years earlier due to recent and proposed accelerations of the schedule.

PRESTOLITE IN EUROPE

Prestolite International Corporation has announced formation of Prestolite International of Europe, S.A.

The wholly-owned European operation has been established to facilitate marketing, licensing, and management of the company's European interests. Headquarters will be located in Brussels, Belgium.

Prestolite International has affiliated European companies in Belgium, Italy, France, and Spain.

Finance Minister declares Mexico's economy sound; business upturn continues

Touring President Mateos signs trade pacts in 5 European nations; AID, IDB loans to housing program boost construction industry

Economic activity in Mexico increased during March and was less spotty than in recent months, according to the U.S. Embassy in Mexico City. The economy was sound and the peso firm, according to the Minister of Finance, who reported to the Mexican Bankers Association meeting that reserves had reached $426 million, $19 million above December 31, 1962 and $50 million above the end of March 1962.

Following the January-February trend, currency in circulation declined slightly in March, but was 9% higher than in March 1962. Prices remained stable, and a favorable tourist season was climaxed by a record Easter business in major resort areas.

Above normal rains fell in some central and southern areas, but drought prevailed throughout most of Mexico. The Minister of Agriculture, in announcing the 1963 agricultural program, reported that agricultural credits would reach the unprecedented level of $688 million (including a $20 million AID loan).

In late March and early April President Lopez Mateos visited France, Yugoslavia, Poland, the Netherlands, and West Germany, where economic and trade protocols were signed with each country. Arrangements were made for the exchange of commercial and economic missions with France, Poland and Yugoslavia. The French credit of $150 million was confirmed and will be used principally for the petrochemical industry.

Business better

Business improved in March with sales in most lines above those of March 1962. Only in chain food stores was the volume lower. Urban department store sales increased, with all merchandise groups contributing. Appliances were at the top of the list; sales in apparel lines at the bottom.

Iron, steel and cement production increased, and the cement industry reportedly expanded its capacity by establishing a new factory near Los Mochis, Sinaloa. Business conditions were also reported better in outlying areas, with prospects good for the next few months.

Two Mexican subsidiaries of the U.S. pharmaceutical firm Richardson-Merrel, Inc. inaugurated a modern, million-dollar plant near Mexico City to produce proprietary drugs for one firm and ethical pharmaceuticals for the other.

In reporting to the Banker's Association on the nation's economy, the Minister of Finance noted that since the beginning of the Lopez Mateos administration in 1958 the following percentage increases in production have occurred: petroleum, 45; electricity, 37.6; manufacturing, 28.3; and agriculture, 7.6. Mining did not increase, and forestry declined.

On April 15 Nacional Financiera began selling a new credit instrument bearing 9% interest, or 1% below the former rate. Private industrial development banks, reacting to increased offers of funds for deposit, have lowered their rates on time deposits to 9% in recent months.

The Minister also announced that Mexico was negotiating a loan with AID and the Inter-American Development Bank (IDB) to finance a home building program. One object is to bolster the construction industry, which represents 25% of private sector investment. The Mexican Congress recently approved the issuance of $100 million in Mexican Treasury bonds, which, according to the press, are the first such bonds to be offered to the U.S. public since World War I.

The IDB approved a technical assistance loan of $3.8 million from the Fund for Special Operations to carry out preinvestment studies for developing the Lerma-Santiago-Chapala basin.

The wholesale price index, used by the Bank of Mexico to adjust its GNP figures, showed an average 1962 increase of 1.8%; the retail price index and cost of living index for workers in Mexico City rose respectively by 1.1% and 1.2%. In January 1963, retail and wholesale price indices dropped, respectively, by 1.6% and 0.2%; in February cost of living and the retail price indices fell, respectively, by 0.5% and 0.1%, but food cost and wholesale price indices rose, respectively, by 0.1% and 0.4%. In March, wholesale and cost of living indices were unchanged.

Foreign trade

Mexico's February imports declined to $86 million from a revised total of $89.3 million in January. Imports from the U.S. declined to $61.4 million in February, from a revised January figure of $63.3 million.

Mexico's February exports (revalued) rose to $95.5 million from a revised total of $74.8 million in January. Exports to the U.S. (not revalued) rose to $57.3 million from $43.5 million (revised) in January. The export rise was attributed to early 1963 sugar shipments, large coffee exports, and increased shipments of cotton and manufactured goods.

Tourist cards issued in January-February totaled 145,423 (112,128 in January-February 1962).

Through rail service from Mexico City to Merida via Veracruz and Coatzacoal-

Foreign marketing help

Types of foreign trade assistance available to American businessmen from organizations in Western Europe are discussed in a new management aid leaflet prepared by the Small Business Administration.

The leaflet, *International Marketing Assistance in Europe*, is No. 152 in SBA's series of Management Aids for Small Manufactures and can be obtained upon request from all SBA offices. Among the international organizations providing help to American businessmen seeking to trade in Europe are the Organization for Economic Cooperation and Development; the International Chamber of Commerce; the European Economic Community and the European Free Trade Association.

Other forms of marketing assistance explained in the leaflet include trade research centers, banks, trade fairs, advertising agencies, American Chambers of Commerce abroad, and private consultants.

cos was inaugurated in March over lines operated by Ferrocarriles Nacionales de Mexico, Ferrocarril de Sudeste, and Ferrocarriles Unidos de Yucatan. The new service, providing through sleeper and dining car facilities, should benefit the tourist industry. Travel time is 2 days.

The Ministry of Public Works announced that in 1963 nearly $32 million will be spent on highway maintenance, and $2.8 million on new highways, bridges and airports. Major new works are extensions of toll roads from Puebla to Orizaba and Tijuana to Ensenada.

Mineral output up

The value of mineral production in 1962 rose to $288 million, the 5.7% increase over 1961 production resulting chiefly from higher values for silver and iron ore. This represented 2.4% of Mexico's 1962 GNP of $11.9 billion. The mining industry accounted for 22.1% by value of Mexico's exports in 1962 (25.5% in 1961).

The Director General of Petroleos Mexicanos reported that output of crude, distillate and natural gasoline reached 121.8 million barrels in 1962 (116.8 million barrels in 1961), and production of refined products reached 118.5 million barrels, (118 million barrels in 1961). Exports in 1962 were 50,379 barrels a day, some 8,849 greater than in 1961. PEMEX financial position improved somewhat in 1962, with total earnings amounting to $529.7 million, some $21.6 million above 1961 but $37.2 million below budgeted income.

Agriculture

The Minister of Agriculture estimated that the 1963 agricultural program would increase production by 6%. Livestock promotion is prominent in the program. The production of red meat in 1962 rose by 4%. Cattle exports were a record 766,197 head, valued at $54 million, which placed cattle third among all commodities exported. If values of beef exports ($21 million) are added, cattle and beef would rank second as exports.

The wheat milling industry was declared saturated by the Government for the first time since 1943. West Coast vegetable exports for the season through April 1 amounted to 224 million pounds, an 11% increase over 1962. Prices were generally above those of last year.

The Ministry of Finance reported that there had been an average annual increase of 5.1% in real wages in the years 1959-62. This is based on an average wage increase of 7.3% and a 2.2% rise in consumer goods prices.

More zip in exporting to Swiss needed, envoy says

Switzerland's sustained prosperity and intense need for labor-saving machinery offer exceptional market opportunities for U.S. firms, members of the American Club of Zurich were told on May 3rd.

The speaker was U.S. Ambassador Robert M. McKinney and the subject, "How Can We Put More Steam in the American Export Program in Switzerland?" The occasion—exemplifying the new, active role being taken by U.S. ambassadors in promoting American exports—drew the largest turn-out of the more than 250-member club since its formation in 1957. Most members are representatives of U.S. companies.

Describing Foreign Service and Commerce Department facilities for helping businessmen enter and expand their foreign markets, Ambassador McKinney said that rising Swiss income levels are creating a demand for a wide range of consumer products, while a severe labor shortage is causing Swiss firms to shop for office equipment, construction machinery, and labor-saving equipment and devices. These factors, he noted, should encourage U.S. businessmen—already contributing 10% of total Swiss imports—to sell a larger volume of goods in the country.

Business machine exports set 5th straight record

U.S. exports of business machines reached a new high in 1962 for the 5th consecutive year, while imports fell.

Exports totaled $324 million, an increase of slightly more than 4% over the $311 million of 1961. Imports were $89.2 million, a drop of 6.6% from $95.5 million in 1961.

Exports to Central America and the Caribbean Area, South America, and Asia, representing about 25% of the total, declined approximately 19%, 27%, and 10% respectively, while all other major areas increased. Canada continues to be the best single country market for U.S. business machines.

Seven commodity groups contributed to the export increase and accounted for 62% of the dollar volume. Listing adding machines increased 0.8%; electronic computers, 23.6%; duplicating machines, 31%; typewriters, 6.4%; dictating, transcribing, and recording machines, 31.3%; check handling machines, 6%; and other office accounting and computing machines, 3.4%.

New firm to sell Dutch natural gas

Jointly controlled by Dutch Government and private firms; U.S. firm laying pipeline

Natural gas produced in the Netherlands' Groningen fields will be distributed in that country by a new company, N.V. Nederlandse Gasunie, which is controlled jointly by the Dutch Government and private interests.

The company's shares are owned by the Netherlands State Mines (40%), Royal Dutch Shell (25%), Standard Oil of New Jersey (25%), and the Netherlands Government (10%). A former officer of the State Mines will act as managing director of the new company.

Gasunie will eventually become responsible for the distribution of all gas produced in the Netherlands, when plans are implemented for taking over the 1,800 miles of pipelines which now transport gas produced by States Mines and the Royal Netherlands Blast Furnaces ("Hoogovens").

A Gasunie spokesman has predicted that natural gas will be available to all Dutch homes within 4 years, and within 1 year in Groningen province. This will require the construction of an additional 620 miles of 35-inch pipelines under the supervision of an American engineering firm. Ancillary installations, such as measuring stations, are being constructed by Dutch firms.

A decision on the selling prices for Groningen gas-reserves estimated to total at least 400 billion cubic meters—is expected within the next few months. Foreign sales of the gas will be carried out by Nederlandse Aardolie Maatschappij (NAM), which is controlled jointly by a Royal Dutch Shell subsidiary and Standard Oil of New Jersey.

New power plant to attract industries to Singapore

The World Bank has loaned the equivalent of $15 million to the State of Singapore to assist in financing a 120,000-kilowatt thermal power station. Additional supplies of power are needed to support the establishment of new industries which are being encouraged by the Government to provide more employment opportunities and increase the economic growth rate.

Honduran foreign trade jumps; reliance on bananas ending

Havana-type tobacco ready for U.S. cigar-makers' inspection; coffee exports running 40% ahead of '62, record year expected; new roads, bridges improve flow of commercial traffic

Retail and wholesale sales in Honduras during first quarter 1963 were higher than the corresponding period of last year.

Foreign trade statistics for the calendar year 1962 showed exports at $78.3 million (FOB), up 9% over 1961, and imports at $79.7 million (CIF), 11% above the previous year's figure.

The increase in exports was particularly encouraging in that it occurred despite a substantial drop in banana shipments. Increases in cotton, meat, coffee and corn exports more than made up the difference.

The rise in imports reflected the general internal expansion, although speculative importing in anticipation of future rate increases under the Central American tariff equalization protocols remained a factor.

Banana exports for the first quarter were 16% below the corresponding period a year ago. Standard Fruit shipments were about the same as in 1962, with over 2.2 million boxes exported. United Fruit exported 1.1 million stems (80% in boxes) compared with 1.6 million stems during the first quarter of 1962. Some 3,800 acres of disease-resistant Valery bananas planted by United Fruit during 1962 will come into production later this year, but will not compensate for the Gros Michel acreage recently lost to Panama disease. United Fruit is continuing to convert to boxes and plans to establish a number of additional small on-farm boxing plants.

Coffee exports

Exports and registrations during the first quarter indicated that 1963 will be a record year for coffee. Actual exports for the first quarter of 1963 were 131,000 sixty-kilo bags, up more than 40% over the corresponding period a year ago.

The experimental Havana-type tobacco program of the Banco Nacional de Fomento (BNF) proceeded very well during the quarter and the harvest on the 150 acres planted exceeded expectations. Samples of green-leaf wrapper are now ready to be shown to U.S. interests who are expected to send representatives to Honduras in May. BNF officials believe their tobacco is good enough to gain ready acceptance among U.S. cigar manufacturers.

Cotton ginning proceeded on schedule during the quarter. About 19,000 of the expected 21,000 bales to be exported have been consigned—14,000 bales to Europe and 5,000 to Japan. An additional 5,000 acres will definitely be put under cotton for the 1963-64 season, pushing total cotton acreage over 20,000. The Banco Nacional de Fomento will lend growers Inter-American Development Bank (IDB) funds for capital investment.

> The Chamber of Commerce of the U.S. has published a 5-page brochure designed to familiarize U.S. businessmen with the administrative set-up within the Executive Branch of the Federal Government brought about by the new Trade Act. A free copy of "Administration of the Trade Expansion Act of 1962," can be obtained from the Chamber's national headquarters at 1615 H St., NW., Washington 6, D.C.

The money supply continued to rise during the quarter, and by the end of February had reached a new high of $38.5 million, an increase of 15% over February of 1962. Demand and time deposits in the banking system were up 19% and 23% respectively over the last year, and commercial bank credit outstanding to the private sector expanded by about 10%. The rise in the means of payment was beginning to affect the general price level. One price indicator, the Tegucigalpa cost of living index, showed an increase of 6% over last year.

In March the Honduran Government presented a Two-Year Plan, for the approval of the Organization of American State's Council of Nine. The plan envisages a considerably increased level of public investment. However, the weak fiscal situation of the central government presented a major obstacle to the realization of the Plan's 1963 target. A reappraisal of the budgetary outlook indicated a probable deficit of $2.5 million more than that provided for in the budget.

New industries

The industrial sector received new stimulus with the granting of a $1.5 million loan to the San Pedro Sula cement plant by the Central American Bank for Economic Integration. The loan will be utilized to double plant capacity to 300 tons daily. The Central American Bank also loaned a Tegucigalpa furniture manufacturer $110,000 for a plant to manufacture metal furniture. Honduras, with a total of $2.5 million in loans from the Central American Bank, led as principal recipient of the $6.2 million recently placed in Central America by the Bank.

In March Standard Fruit Company inaugurated a new subsidiary industry, Manufacturas de Carton, S.A., a plant to manufacture corrugated cardboard banana boxes of 40 pounds capacity, which the company uses for exports. Production of the plant is expected to completely meet the company's needs for boxes, which last year exceeded 12 million. The plant represents an investment of about $1.5 million.

The cotton cooperative, Cooperativa Algodonera del Sur Ltda, is studying the feasibility of installing a modern extraction plant to process cotton seed. Processing in the proposed plant would average 200,000 quintals of seed, producing 16% in unrefined oil, besides protein meal cakes for animal feeds and linters for batting.

A new air service from La Ceiba to the Bay Islands was inaugurated in March. The service, known as Maya Airways, is making 2 and 3 trips on scheduled days, carrying passengers and small cargo between La Ceiba and Utila, Roatan and Guanaja. A daily service is planned for the near future. One Cessna 180 aircraft is employed, and, according to reports, a larger plane is on order.

Roadbuilding

Road construction continued to play the leading role in development activity. Work on the Western Highway Extension has progressed to the point where jeeps can now travel between Nueva Ocotepeque and Santa Rosa de Copan. Improvements being made on the road between Santa Rosa de Copan and Chamelecon are now more than 80% complete.

The bridge over the Ulua River at Progreso, inaugurated on February 23, provides the first highway link across

the Ulua in the vicinity of San Pedro Sula. The economic value of the bridge is already apparent. Bus companies have extended their lines from San Pedro Sula to Progreso, and wholesalers report an increase in sales to merchants in Progreso. Traffic on the road between Tela and San Pedro Sula has increased, and the bridge has improved Tela's chances of becoming a major tourist center.

Building activity

There was also considerable activity in the commercial building field. Demolition of the municipal market at Comayaguela was undertaken, and in May bids were opened for the construction of a new $250,000 market which will occupy an entire city block. Two modern buildings were inaugurated in the center of the Tegucigalpa shopping district—the 4-story Rivera Building, costing $75,000, and the 5-story Mahomar Building, costing $55,000. Ground was broken for the new headquarters of the firm, Jorge J. Larach and Cia., which will represent an investment of about $150,000.

Italy adopts new controls on dyes, other chemicals

Chemical additives, dyes and coloring agents used in foodstuffs and their wrappings are regulated in Italy under a Jan. 19, 1963 Ministerial Decree (*Gazzetta Ufficiale*, No. 64, Mar. 7, 1963).

This decree also regulates the coloring of objects to be used on the person or in the home. It establishes sanitary standards for packaging, containers, tools and utensils coming in contact with foodstuffs or substances for use on the person, and prescribes tolerances for resins and additives in the preparation of such objects, when made of plastic.

Six months' grace (from Mar. 7, 1963) is granted for the importation of such foodstuffs and objects of plastic produced abroad and not conforming with its provisions, provided they conform with previous provisions of law.

A loan copy of an informal translation of this decree is available from the European Division, Bureau of International Commerce, Department of Commerce, Washington 25, D.C.

INVESTMENT IN TURKEY

Between January 1962 and April 1963, foreign investment in Turkey increased by 229%, according to a statement by the Turkish Minister of Commerce. The Ministry of Commerce has aproved foreign investments amounting to approximately $2.75 million and is currently investigating further proposals worth about $537,500.

Dutch farms grow bigger; output more specialized

Dutch agriculture is showing a continuing movement away from small subsistence farms toward specialized production. This trend is reflected in increased farm mechanization, more intensive agricultural production, and the consolidation of small farms into larger producing units, according to the Netherlands Agricultural Census of December

At the end of last year there were 152,000 horses in the Netherlands, 8% less than in 1961, and the number of farms which employed them declined by 7%. The chicken population reached 38 million (up 2%), but the number of farms reporting poultry production declined by 10% to $166,000. The number of egg breeds decreased, while slaughter varieties increased sharply.

The trend in meat production has been toward larger feeding operations which are facilitated by mechanized feed handling. The number of cattle increased by 4% in 1962, reaching 3.5 million, but the number of hogs was down 1% to 3.2 million due to an outbreak of hoof-and-mouth disease. Nevertheless, both pork and beef production are expected to expand in 1963 and succeeding years, with increased numbers of calves retained to maturity.

Expert exporters say:

. . for expert export assistance, contact the nearest Department of Commerce Field Office

Albuquerque, N. Mex., Courthouse. Phone: 247-0311, ext. 2386

Anchorage, Alaska, Rm. 60, U.S. Post Office & Courthouse. Phone: BRoadway 2-9611

Atlanta 3, Ga., 4th Fl., Home Savings Bldg., 75 Forsyth St., NW. Phone: JAckson 2-4121, ext. 6000

Birmingham, Ala., Title Building, 2028 Third Ave., N. Phone: 323-8011, ext. 3131

Boston 10, Mass., Room 230, 80 Federal St. Phone: CApitol 3-2312

Buffalo 3, N.Y., 504 Federal Building, 117 Ellicott St. Phone TL. 3-4216

Charleston 4, S.C., Area 2, Sergeant Jasper Bldg., West End Broad St. Phone: 722-6551

Cheyenne, Wyo., 207 Majestic Bldg., 16th & Capitol Ave. Phone: 634-2731

Chicago 6, Ill., Room 1302, 226 West Jackson Blvd. Phone: 828-4400

Cincinnati 2, Ohio, 809 Fifth Third Bank Bldg., 36 E. Fourth St. Phone: 381-2200, ext. 2944

Cleveland 1, Ohio, 4th Floor, Federal Reserve Bank Bldg., E. 6th St. & Superior Ave. Phone: CHerry 1-7900

Dallas 1, Tex., Room 3-104 Merchandise Mart, 500 South Ervay St. Phone: RIverside 8-5611

Denver 2, Colo., 142 New Custom House, 19th & Stout Street. Phone: KEystone 4-4151, ext. 598

Detroit 26, Mich., 438 Federal Building. Phone: 226-6088

Greensboro, N.C., Room 407 U.S. Post Office Bldg. Phone: BRoadway 3-8234

Hartford, Conn., 18 Asylum St. Phone: 244-3530

Honolulu 13, Hawaii, 202 International Savings Bldg., 1022 Bethel St. Phone: 58831, ext. 464

Houston 2, Tex., 5102 Federal Bldg., 515 Rusk Ave. Phone: CApitol 8-0611

Jacksonville 2, Fla., 512 Greenleaf Bldg., 204 Laura St. Phone: ELgin 4-7111

Kansas City 6, Mo., Room 2011, 911 Walnut Street. Phone: BAltimore 1-7000

Los Angeles 15, Calif., Room 450, Western Pacific Bldg., 1031 S. Broadway. Phone: RIchmond 9-4711, ext. 1261

Memphis 3, Tenn., 212 Falls Bldg., 22 N. Front Street. Phone: JAckson 6-3426

Miami 32, Fla., 408 Ainsley Bldg., 14 NE. First Ave. Phone: FRanklin 7-2581

Milwaukee, Wis., 1201 Straus Bldg., 238 W. Wisconsin Ave. Phone: BRoadway 2-8600, ext. 473

Minneapolis 1, Minn., Room 304 Federal Bldg., 110 South Fourth Street. Phone 334-2133

New Orleans 12, La., 1508 Masonic Temple Bldg., 333 St. Charles Ave. Phone: 529-2411, ext. 6547

New York 1, N.Y., 61st Fl., Empire State Bldg., 350 Fifth Ave. Phone: LOngacre 3-3377

Philadelphia 7, Pa., Jefferson Bldg., 1015 Chestnut St. Phone: WAlnut 3-2400, ext. 591

Phoenix 25, Ariz., New Federal Bldg., 230 N. 1st Ave. Phone: 261-3285

Pittsburgh 22, Pa., 1030 Park Bldg., 355 Fifth Ave. Phone: 471-0800, ext. 785

Portland 4, Oreg., 217 Old U.S. Courthouse, 520 SW. Morrison St. Phone: CApitol 6-3361, ext. 1421

Reno, Nev., 1479 Wells Ave. Phone: FAirview 2-7133

Richmond 19, Va., 2105 Federal Bldg., 400 North 8th St. Phone: 649-3611

St. Louis 3, Mo., 2511 Federal Bldg., 1520 Market St. Phone: MAin 1-8100

Salt Lake City 1, Utah, 222 SW. Temple St. Phone: DAvis 8-2911, ext. 341

San Francisco 11, Calif., Room 419 Customhouse, 555 Battery St. Phone: YUkon 6-3111

Santurce, P.R. 605 Condado Ave. Room 628, Phone: 723-4640

Savannah, Ga., 235 U.S. Courthouse and Post Office Bldg., 125-29 Bull Street. Phone: ADams 2-4755

Seattle 4, Wash., 809 Federal Office Bldg., 909 First Ave. Phone: MUtual 2-3300, ext. 492

Loans constitute larger percentage of U.S. aid; total passes $97 billion

Food for Peace commodities make up more than 30% of total aid for 3d straight year; economic aid totals $66.45 billion since '45

Loans constituted 56% of all U.S. foreign economic aid in 1962, the highest percentage since 1947.

Food for Peace commodities comprised 31% of the U.S. aid program, the third successive year agricultural products have accounted for 30% or more of the total.

These statistics were disclosed in the latest report on U.S. Foreign Assistance, recently issued by the Agency for International Development, giving the figures for the 1962 fiscal year as well as for all U.S. foreign aid since July 1, 1945.

The report listed total U.S. economic aid to these countries in 1962 at $5,084 million, of which $2,836 million, or 56%, was in repayable loans and $2,248 million in grants. The report included commitments from the Export-Import Bank, Peace Corps and other agencies, in addition to AID and Food for Peace.

The 1962 loan percentage represented a considerable gain over the 2 previous years—50% for 1961 and 42% for 1960. The record high of 69% in 1947 reflected immediate post-war loans to European countries following World War II. In the following years, the loan percentage of U.S. aid began to decline and loans accounted for only 16% during the 1952-55 period and 41% during the 1956-59 period.

Food for Peace commodities accounted for $1,563 million of the total amount of 1962 aid, either through loans or grants made to the recipient countries from local currencies received for the commodities, credit sales of commodities, or direct grants for emergency and special needs.

Other components of the 1962 total aid figure included $2,508 millions in dollar assistance from AID, of which $1,330 million was in loans and $1,178 million in grants; $584 million in Export-Import Bank loans; $224 million in Social Progress Trust Fund loans; $110 million subscribed to the Inter-American Development Bank; $62 million to the International Development Association, and $30 million in Peace Corps funds.

More information

Inquiries regarding Food for Peace authorizations may be directed to the Programs Operations Division, Foreign Agricultural Service, U.S. Department of Agriculture, Washington 25, D.C. Telephone: DUdley 8-6211 or DUdley 8-5433. For actual purchase information, call the embassy of the nation involved.

Availability of counterpart loan funds obtained through surplus food sales under the Food for Peace Program can be determined through the Office of Development Financing and Private Enterprise, Agency for International Development (AID), Washington 25, D.C. Telephone: DUdley 3-8063.

For information concerning government insurance for overseas investments, contact the Investment Guarantees Division of the Agency for International Development (AID), Washington 25, D.C. Telephone: DUdley 3-8363.

The $1,563 million dollar total in agricultural commodities provided financing for the following purposes: the equivalent of 564 million dollars for development loans; 278 million for economic development grants; 87 millions in loans to private industry; 136 million for grants for common defense; $268 million for food donations through voluntary agencies; and $46 million in dollar credit sales.

The report showed total U.S. economic aid to Foreign Assistance Act countries since July 1, 1945, amounted to $66,455 million, made up of $42,760 million in grants, and $23,695 in loans. Of the total, $8,355 million was in agricultural commodities.

Including $30,678 million in military aid, total U.S. foreign assistance for all purposes since July 1, 1945 totaled $97,133 million through the 1962 fiscal year.

Commerce extends export ban against Mexican trader

His unregistered firm should not be confused with a reputable firm of the same name

The Department of Commerce's Bureau of International Commerce has extended until further notice its order temporarily denying all U.S. export privileges to Jose Arce Gutierrez, individually, and trading as Proveedora Agricola Industrial, S.A., of Mexico City, Mexico. The Bureau said extension of the temporary order was necessary to further protect the interest of the U.S. until its findings as to export control violations are completed.

The original 90 day temporary denial order against Arce and his firm, issued February 21, 1963, was issued by the Bureau when its investigation indicated that Arce had purchased sugar cane harvester equipment in the U.S. and transshipped it from Mexico to Cuba, contrary to the U.S. Export Control Law.

In issuing the extension order, the Bureau noted that although Arce was doing business under the name Proveedora Agricola Industrial, S.A., he neither registered or incorporated a company in Mexico by that name. It has no connection in any way with Proveedora Agricola Industrial, S.A. of Av. Hidalgo 63, Celaya, Guanajuato, Mexico, a responsible concern located 125 miles northwest of Mexico City.

This latter company is a tractor and tire distributor, registered with the governmental authorities of Mexico as a bona fide corporation, and has been in compliance with the U.S. Export Control Laws.

U.S. Senate ratifies international coffee pact

The Senate has ratified the international coffee agreement, designed to eliminate the wide fluctuations in coffee trading that have characterized the market since World War II. The agreement provides for a coffee council to regulate the international coffee trade through export controls on the producing countries.

U.S. firms to build Nigerian water system thru AID

To be installed in Ibadan, tropical Africa's largest city

A $12.1 million U.S. loan for Nigeria has been authorized by the Agency for International Development (AID) to finance expansion of the water supply and distribution system of Ibadan, capital of the Western Region of Nigeria and the largest city in tropical Africa. This project is the highest priority water project in the Western Nigerian Development Plan.

The AID loan will cover all costs of U.S. goods and services required for the project and a portion of the local costs.

The project will develop a new source of supply on the Oshun River, 15 miles east of Ibadan, through the construction of an impounding reservoir with an earth dam and concrete spillway, as well as new storage, treatment and pumping facilities, 15 miles of supply mains, and additions to the water distribution system within the city.

A feasibility report on the project was made by Gilbert Associates, Inc. of Reading, Pennsylvania. The prime construction contracts will be open to bids from U.S. firms only. Awards of all contracts will be the responsibility of the Western Nigerian Tenders Board, Ibadan, Nigeria, with bid documents and awards subject to approval by AID. The Board will be advised by the Western Nigerian Ministry of Works and Transport and by a U.S. engineering firm to be selected to design the distribution system and perform general supervision and inspection of the entire project.

For further information, contact the Western Nigerian Ministry of Works and Transport, Ibadan, Nigeria.

Tariff Commission submits 5th supplemental report

The Tariff Commission has submitted its fifth supplemental report to the Tariff Classification Study of November 15, 1960 to the President and the Congress.

The report sets forth changes made by the Commission in certain provisions of the U.S. Tariff Schedules identified in the Commission's public notices of February 21 and February 25, 1963. The report also contains an explanation of such changes and an appendix which includes written views and oral testimony received by the Commission.

Copies of the report (not including the appendix thereto) have been reproduced and may be obtained from the Secretary, U.S. Tariff Commission, Washington 25, D.C., while the supply lasts.

U.S. boosts savings and loans in new nations

The Agency for International Development and the Federal Home Loan Bank Board have agreed to cooperate in creating savings and loan institutions in developing countries.

The agreement is the third made pursuant to the Foreign Assistance Act of 1961, which directs AID to encourage institutions characteristic of free enterprise economies, such as cooperatives, credit unions and savings and loan associations.

The agreement notes that FHLBB has primary responsibility for incorporating and supervising federally chartered savings and loan institutions in this country, for insuring savings entrusted to them, and has "highly specialized competence" in the field generally. Similar agreements have been signed, in appropriate fields, with the Housing and Home Finance Agency and the Department of Labor.

Under the agreement, FHLBB will consult with AID on basic policies, assist in review of applications for assistance, provide technical help, assist with recruiting of qualified advisory personnel for overseas work, and in general put its intimate knowledge of savings and loan institutions behind the AID effort.

Alabama steel workers win study of iron ore imports

The U.S. Tariff Commission has acted on a petition by workers at U.S. Steel's Wenonah and Ishkooda Iron Ore Mines at Red Mountain, Alabama, and begun an investigation of iron ore imports.

The investigation will try to determine whether trade concessions have resulted in increased iron ore imports which caused or threaten to cause serious unemployment or underemployment among these workers.

19 states pass million mark in AID-financed sales

43 states have shared in orders for $89 million in U.S. goods; April sales total $20 million

Nineteen states have received production orders totaling more than $1 million each under the commodity procurement phase of the U.S. foreign aid program during the first 4 months of this year, according to the Agency for International Development.

The Agency's monthly summary of material procurement traced to states of production revealed that 43 states shared in the $89.75 million worth of AID-financed orders recorded in the January-April period. The total for April alone was $20.1 million.

12 over $2 million

Of the 19 states whose manufacturers and other producers passed the million-dollar mark in 1963, 12 already have exceeded $2 million in value of orders. The leading dozen states, in order, are New York, Pennsylvania, Texas, Illinois, Ohio, Michigan, California, New Jersey, Florida, Louisiana, Alabama, and Indiana.

The orders represent purchases of essential goods by firms or Government agencies in countries of U.S. economic development activity. Financed under AID-administered development loans and grants, the transactions take place generally in normal commercial channels either directly with local producers or through exporters.

Spent in U.S.

More than two-thirds of foreign aid procurement dollars now are spent with American suppliers as a result of purchase source restrictions in loan and grant agreements. Beyond the state-by-state total reported, full dollar volume of U.S. business financed by the economic aid program actually is much greater since this tabulation is confined to bank reports of letter-of-credit transactions over $10,000 and procurement directly traceable to states of production.

Japan seeks U.S. juice concentrate

Japan's Ministry of International Trade and Industry (MITI) announced on April 23 the first allocation of foreign exchange funds for importing juice concentrate, probably from California.

The $214,000 allocation for the 6-month period beginning April 1 is to be distributed among a group of Japanese beverage manufacturers for importing concentrated lemon juice for making drinks. This fund allocation is expected to allow imports of about 80 metric tons of concentrate of 5:1 density.

Canned juices

Previously, limited allocations of foreign exchange were made to tourist hotels and restaurants for importing canned juices. In calendar 1962, Japan imported from the United States 275 metric tons of canned orange juice valued at $78,000, 357 tons of canned pineapple juice valued at $68,860, and 102 tons of other canned fruit juices valued at $39,928.

According to Japanese sources, the lemon-juice concentrate is to be obtained from California. The industry is hopeful that beneficial results of the current allocation would lead the Government to liberalize licensing controls on future imports of juice concentrates.

Iceland adopts simplified duty system, nomenclature

Iceland's parliament (Althing) passed new tariff legislation on April 19 adopting the Brussels nomenclature and introducing ad valorem duties levied on the cost, insurance, and freight value, the U.S. Embassy in Reykjavik reports.

The new tariff, effective May 1, 1963, reportedly abolished the complex structure of extra-tariff levies such as surtaxes on ad valorem rates, special import fees, etc., which at times totaled as much as 300%. The only extra import fees reportedly continuing in effect are those applied on passenger automobiles, rubber tires, and gasoline.

Many imports fall in the 35% ad valorem category which includes operational items for industries (except fisheries and agriculture, which are subject to lower rates), building materials, industrial machinery, and others. The highest ad valorem duty under the new tariff system will be 125%.

Further information on articles appearing in this department, and on current foreign government trade and investment regulations, is available from the Office of International Regional Economics, Bureau of International Commerce, Department of Commerce, Washington 25, D.C., or as indicated in individual stories.

El Salvador's new housing law seen as major move

Savings, loan associations are limited to low-cost housing

El Salvador took an important step on March 14 when President Rivera approved a law establishing the National Housing Finance Agency, the U.S. Embassy in San Salvador reports. The law permits the organization of savings and loan associations limited to housing with a value of $3,200 to $10,000.

The Agency is to stimulate the building of houses through: rediscounting of mortgages from savings and loan associations and other financial institutions which belong to the system; insurance of deposits in member institutions; insurance of mortgage loans made by members of the system; establishment of a commercial mortgage fund with which mortgages may be bought and sold in the open market; and authorization for and regulation of the establishment of savings and loan associations.

Budget provision

Initial capital for the Agency has already been included in the National Budget for 1963 at $800,000. The Agency is authorized to borrow abroad and to sell National Housing Bonds. Savings and loan associations may be organized with a minimum capital of $40,000 in mutual or cooperative form. Once organized, they may make mortgage loans up to 90% of the value of the house at terms not exceeding 25 years.

A summary of the law in English (Decree 282, Mar. 14, 1963) is available on a 10-day loan basis from the Bureau of International Commerce (OIRE), Department of Commerce, Washington 25, D. C.

Canadian board reviews printing industry duties

Canada's Tariff Board under a Ministry of Finance directive will review tariff classifications and duties on machinery and apparatus used by the printing industry.

Affected are such items as lithographic stones, not engraved; type and type metal; printing presses; press blankets of a kind not made in Canada; zinc strip, sheet or plates, processed or not, for making printing plates, stereotypes, electrotypes, and matrices. Tariff items concerned are: 302; 340; 341; ex346b; 412; 412a, b, c, d, e; 472; 473; 473a; 474; 475; 475a, b, c, d, e; 534b; 660; 660a and b; and any other items which the Board considers relevant to the inquiry.

U.S. exporters and others who wish to receive notices of scheduled hearings (Reference No. 133) should communicate with the Secretary of the Tariff Board, Ottawa 4, Canada.

Italy suspends duties on oilseeds, other products

Italy recently suspended duties on a variety of nuts, beans and seeds until Oct. 15, 1963, the U.S. Embassy in Rome reports.

The products affected are: peanuts for processing into edible oil; peanuts for other food uses; castor beans; croton and other medicinal oil-seed; sesame seed for processing into edible oil; sesame seed for other food uses; protein feed concentrates; cotton seed and hemp seed for food and industrial uses; other seeds (rape, sunflower, mustard and others) for processing into food products and other oilseeds for any uses except human food.

Suspension of duties does not affect the soybean oil import quota, taxes and charges on imported oils, or the ratio of required purchases of Government-owned oil against imports of seed oils.

Foreign capital sought for some Spanish sectors

Decree sanctions investments exceeding 50% in key industry

A Spanish decree permitting foreign investments of more than 50% of capital in certain industrial sectors was published April 19.

The decree authorizes foreign corporations and individuals—Spanish or foreign who reside abroad, and the International Finance Corporation—to invest freely (in terms of the amount of participation) in enterprises of certain industrial sectors. Heretofore, investments in excess of 50% of the capital of an enterprise required Government approval.

The principal industrial sectors affected are: iron and steel; non-ferrous metals; cement; textiles; foodstuffs; leather and footwear; graphic arts; construction of machine tools; construction of machinery for textile, chemical, and electrical industries; inorganic salts and electro-chemistry; synthetic resins and plastic materials; electronics; refrigeration; various industries related to agriculture and cattle-raising; and the construction and operation of hotels.

Investments in these industries may be effected by transferring foreign currencies to Spain and directly investing the peseta proceeds, contributing capital goods or equipment within the limitations of Spanish import policy, directly investing transferable or convertible pesetas, or directly investing through technical aid, patents, or registered trademarks.

Holders of the World Trade Information Service publication, *Establishing a Business in Spain*, Part 1, No. 61-7, March 1961, should note this change.

France embargoes potatoes in wake of price collapse

France banned imports of potatoes after the price fell below the Government-set floor price of about 2¾¢ a pound in April.

As a result of the ban, SNIPOT, the Government agency controlling the price and stocking of potatoes, canceled imports of 20,000 metric tons from Belgium and 25,000 tons from Poland. The agency may have to pay indemnities of about $300,000 to the Belgian exporters and about $360,000 to the Polish export agency.

Margarine import quotas set up by West Germany

West Germany has established a quota of unannounced size for imports of margarine from countries other than members of the European Economic Community, the U.S. Embassy in Bonn reports.

License applications may be submitted to the Foreign Trade Agency until the quota is filled, but not later than Dec. 30, 1963. Licenses will be valid for 6 months. Compliance with German regulations on margarine is mandatory.

Unfilled quota

Licenses applied for on the basis of the March 1961 margarine quota announcement did not fill that quota. The relatively low price of German margarine is probably the major reason for the small imports—269 metric tons in 1961; 657 metric tons in 1962.

A leading German margarine used on bread contains hydrogenated fats but no animal and marine fats. The contents of coconut and/or palm-kernel fat are about 30%; the salt content is reportedly .20%. The price to wholesalers is 197 deutsche marks per 100 kgs. (about $49 for 220 pounds) and the fixed retail price is 2.64 deutsche marks per kg. (about $.70 for 2.2 pounds).

Another German margarine used on bread and for cooking contains animal and marine fats, 30% coconut and/or palm-kernel fat, and .23% salt. The retail price is 2.20 deutsche marks per kg. ($.55 for 2.2 pounds).

VENEZUELA: STEEL IMPORTS

Venezuela's Ministry of Development announced on April 24 that import licenses would no longer be issued for steel bars, reinforced rods, angles and small plates, which are produced in adequate volume by the Orinoco steel mill.

Special steel items not yet produced locally continue to be licensed.

West Germany extends pork, beef, lard import quotas

West Germany has extended quotas of unannounced size for imports of fatback (chilled, frozen, and salted) and pork livers, pork kidneys, and beef livers from the United States and Canada, the U.S. Embassy in Bonn reports.

Also extended was a quota of unannounced size for edible lard from the United States, Canada, Bulgaria, Rumania, Hungary, Sweden, Switzerland, Denmark, Poland, and Portugal.

Applications for import licenses may be submitted until the quotas are filled, but not later than June 25, 1963. The last date for customs clearance is June 29, 1963.

The import quotas for lard, fatback, and variety meats have been extended several times following postponements of the effective date of the European Economic Community's pork products regulations. According to a recent EEC ordinance, these regulations shall become effective not later than July 1, 1963.

The EEC market regulation for beef will probably not become effective before 1964. Until that date, beef livers will have to be imported separately.

Niger tightens belt, hikes revenue taxes

Niger is undertaking a series of measures to raise revenue in anticipation of a cessation of French budget support which will probably mean a 15% national budget cut next year.

Among the measures reported by the U.S. Embassy in Niamey are:

- An increase in the excise tax on alcohol. The price of a bottle of whisky will increase from about 1,100 CFA (roughly $4.50) to about 1,600 CFA (roughly $6.50).
- A so-called "cellular" income-type tax. This is a 20% tax on monthly salary checks, affecting expatriate businessmen and government employees.
- Duty will now be levied on the cost, insurance, and freight, Niamey, rather than the free-on-board cost, Cotonou. This means that duty will increase between 5,000 (roughly $20.50) and 10,000 CFA (roughly $41) on goods coming into the country.
- The *chiffre d'affaires* (turnover) tax is being raised from 6 to 9%.

CONSUMER, INDUSTRY PRODUCTS

Manufacturing licenses asked overseas

Openings cited for U.S. machinery, plastics, chemical plant equipment, metal blinds, chemical products, food items

Eight manufacturing licenses are wanted for the production of consumer and industrial products by firms in Australia, England, France, Ireland and the Netherlands.

The licenses are sought to manufacture blinds and shutters, chemical plant equipment, chemical products, electrical equipment, fabricated metal products, food items, metalworking machinery and plastics.

Blinds, shutters

France. License sought for the production of venetian blinds and rolling shutters with aluminum or wooden slats. Etab. A. Cazabon, 3 Grande Rue Marengo, Toulouse, (Haute-Garonne).

Chemical plant equipment

England. Construction / engineering firm seeks license to produce equipment for transforming oil or liquified petroleum into gas, synthesis plants to produce hydrogen from oil, sulfuric acid plants, phosphoric acid and fertilizer, ammonium nitrate, removal of sulfur from town gas and detoxification shift conversion for removing carbon monoxide from gas.

Also want to produce chemicals such as phthalic anhydride, maleic anhydride, diisocyanates, polyethers, polyester resins and plasticizers. C. & W. Walker, Ltd., Donnington, Wellington, Shropshire.

Chemical products

France. Manufacturer of various types of cleaning and maintenance products seeks licensing right on products in same field. Soc. Europeene de Produits d'Entretien, 16 Quai du Port, Nogent-sur-Marne, (Seine).

Electrical equipment

England. License sought for the manufacture of overhead electric-line equipment for hot line working. P. & B. Engineering Co., Ltd., Crompton Way, Crawley, Sussex.

Fabricated metal products

Australia. License sought for the production of oil-fired heaters for domestic use with a capacity of 35,000 B.t.u. and electric automatic rotators for antennas. Norlin Products Pty., Ltd., 28-32 Exceller Ave., Bankstown, New South Wales.

Food products

Ireland. Food-canning and packing firm seeks proposals from U.S. firms to develop new food products utilizing native resources. Batchelors, Ltd., Cabra West, Dublin 7.

Metalworking machinery

England. License sought for the production of small machine tools such as benchdrilling or special-purpose machines. Woodcroft Engineering Co., Ltd., Brandon nr. Coventry, Warwickshire.

Plastics

Netherlands. Plastics manufacturer seeks license to produce plastic technical, household and packaging products applying injection-molding, pressing, deep-drawing, vacuum-molding, sheet-processing and light foil processing. N. V. Fabriek voor Persplastiek Gebr. van Niftrik, 3 Bosweg, Putte.

Indian firm seeks partner to produce timepieces

An established Indian firm is seeking a U.S. partner to help establish a plant for the manufacture of a wide range of timepieces. It now assembles and repairs clocks and watches.

The firm expects U.S. collaborators to provide required equipment such as electroplating and welding machinery and lathes, estimated to cost $100,000.

Write to Andrew Francis Rodricks & Bros., P.O. Box 60, Vasco da Gama, Goa, India.

Taiwan hand tool industry urged

Quality products in demand; favorable labor market

A preliminary survey of the hand tool industry in Taiwan indicates that no facility exists there to manufacture high-quality tools for quantity commercial consumption.

Eight of the eleven firms now producing hand tools are described as "hole-in-the-wall" type operations. The remaining three produce for export but, reportedly, their capacities are limited and the quality is untested.

The study includes import statistics which show that Taiwan purchased hand tools valued at $1.3 million in 1962.

Factors favoring U.S. investment in this field are reported to include: (1) sufficient domestic demand, (2) low labor costs, (3) availability of technical personnel and (4) probable tax concessions and other benefits from the Taiwan Government which is encouraging this industry.

Copies of the survey may be obtained by any established firm by request to the Office of International Investment—File 4-3423-1, Bureau of International Commerce, U.S. Department of Commerce, Washington 25, D.C.

Investment wanted for Indian nylon, caprolactam plant

$18-$22 million needed for new facility; growing demand seen

An Indian exporter, importer and wholesaler of cotton, rayon and nylon yarns is seeking U.S. collaboration to establish a plant to manufacture caprolactam and nylon 6.

The proposed plant will require a total investment of $32.6 million, including $18-$22 million in freely convertible currency which U.S. investors are expected to provide.

No domestic output

Caprolactam is not produced in India at the present time. Domestic demand for nylon 6 for clothing, as well as for defense and other industrial purposes, is expected to grow to such an extent in the next few years as to consume the entire capacity of the proposed domestic source of caprolactam.

Further details may be obtained by any established firm by a request to the Office of International Investment—File 4-2282-2, Bureau of International Commerce, U.S. Department of Commerce, Washington 25, D.C.

NORSE IN NEW ORLEANS

Altogether 586 Norwegian merchant ships, far more than from any other foreign nation, called at the port of New Orleans, La., last year.

New space heater offered U.S. firm

Swedish unit equipped with gas or oil burner, patented in U.S.

A U.S. licensee is sought to produce an up-to-date, Swedish-designed space heater which is said to have a 95% overall efficiency. The unit has been granted a U.S. patent.

The heater is fully automatic and is equipped with a built-in oil or gas burner. The heat exchanger, which operates directly on the air to be heated, incorporates several advantages, i.e., no hot spots and no stressing due to uneven heating and no tubes.

The heater has a built-in easy-to-operate sooting device that automatically burns the soot. It can be equipped to supply hot water.

7 sizes

This space heater is intended for use in homes, churches, factories, greenhouses, garages and filling-stations. It is available in 7 different sizes ranging from 8,500 to 550,000 B.t.u.

The heater is presently being manufactured under license in Finland, Denmark, Italy, Norway and Great Britain.

U.S. manufacturers interested in negotiating to produce this Swedish-designed space heater may obtain additional information from Office of International Investment—File 1090, Bureau of International Commerce, Department of Commerce, Washington 25, D.C.

Equipment, know-how asked to make prosthetic devices

The Egyptian International Supply House wishes to enter into a joint venture with an American firm in order to establish a plant for the manufacture of hearing aids and false teeth as well as artificial eyes.

The Egyptian firm is prepared to supply the manufacturing facility, management and labor force, whereas the American associate is expected to provide the equipment and technical know-how.

Write to Egyptian International Supply Co., 13 Rue Ahmed Orabi, Alexandria, United Arab Republic.

Bids asked on Venezuelan unused furniture plant

The Venezuelan Development Corporation (CVF), a Government agency, is inviting bids on land, buildings, machinery and equipment for a furniture factory located in Cagua, about 45 miles west of Caracas.

The plant was constructed by TECOTECA Muebles, C.A., as part of an apparently untimely expansion of its Caracas plant which produces high-quality furniture. The Cagua plant, in excellent condition, never came into operation.

Prospective bidders are advised that payment terms satisfactory to the CVF may be arranged but that no offers of less than $530,000 will be accepted. Bids will be opened at 10 a.m. on June 20, 1963 and must be accompanied by a $2,200 bond.

It is further stipulated that not less than 50% participation of Venezuelan capital is required.

For further details, write to Corporacion Venezolana de Fomento, Edificio Norte, Centro Simon Bolivar, Caracas, Venezuela.

Colombian firm seeks help to manufacture eyelets

A Colombian manufacturer of solid, split, tubular and semitubular rivets is seeking a U.S. partner to provide equipment and technical know-how for the production of eyelets and related products.

There is said to be no production of eyelets in Colombia now and any manufacturer who establishes such a plant will be afforded protection from domestic and foreign competition.

The Colombian firm also claims that its sales force is in constant contact with potential users of eyelets.

Write to Remaches Industriales, Ltda., Aptdo. Aereo 2272, Carrera 74 #75-61, Barranquilla, Colombia.

Delivery truck, plumbing, greenhouse manufacture sought by group in Israel

Licensing arrangements stipulated; initial, test order for 500 trucks of U.S. origin to be made

A subsidiary of a large industrial group in Israel wants to manufacture, under U.S. license, light delivery trucks, plumbing fixtures and greenhouses.

Delivery trucks. The firm wishes to produce inexpensive, light delivery trucks with a net payload of 1,000 pounds, suitable for door-to-door delivery of bulk items, particularly dairy products.

An initial order of 500 vehicles, to be wholly manufactured in the U.S., will be used by the Israel firm to test the market. Then, the trucks will be assembled locally with a gradually increasing proportion of the parts manufactured in Israel.

No American investment is sought although the Israel firm is open to offers.

Plumbing fixtures. Interest in a license to manufacture plumbing fixtures is a tentative one.

If the U.S. products are found to be suitable and complement the lines already produced domestically, the Israel firm wishes to conclude a licensing arrangement with payment on a royalty basis.

Greenhouses. The interest in the manu- of greenhouses under U.S. license is also of a tentative nature. Few Israel farmers have any experience in the use of greenhouses and, therefore, potential demand is hard to estimate.

The Israel firm believes the market is promising, however, if it can manufacture the frames measuring 2.2 to 2.7 yards locally for a delivered price of about $3.33 per 1.2 square yards, less glass.

Further details concerning these proposals may be obtained by any established firm by a request to the Office of International Investment—File 4-3711-3, Bureau of International Commerce, U.S. Department of Commerce, Washington 25, D.C.

TAXES ROLL IN

Italy's revenue in the first 8 months of fiscal 1963 was 3,133.7 billion Lire, up 17.4% from the level reached in the first 8 months of the previous fiscal year.

Argentina will build two generating plants

The Ministry of Commerce and Industry, Subministry for Water and Electric Energy of the Government of Argentina invites tenders for the construction of two thermoelectric generating plants, one at Tucuman, Province of Tucuman and another at Barranqueras, Province of Chaco.

Tenders for the plant at Tucuman must comply with the conditions and specifications in public tender no. 32/63 and must be received by 12:00 noon, June 11. The estimated cost of this plant is slightly over U.S. $1,000,000.

Tenders for the plant at Barranqueras must comply with the conditions and specifications in public tender no. 33/63 and must be received by 12:00 noon, June 17. The estimated cost of this plant is approximately U.S. $2,600,000.

A copy of the conditions and specifications for each project (in Spanish) may be purchased from Agua y Energia Electrica, Lavalle 1527, 2nd fl., Buenos Aires, Argentina. The cost is U.S. $40.09 (5500 Argentine pesos) per set per project.

Tenders, preferably in Spanish, should also be submitted to the above address.

Interested firms may review a copy of the conditions and specifications (in Spanish) in the office of the Building Materials and Construction Industries Division, BDSA, rm. 4002, Department of Commerce, Washington 25, D.C.

Communications equipment wanted in Italy

Bids are invited by the Italian Ministry of Foreign Affairs under the international competitive bidding procedure of the North Atlantic Treaty Organization (NATO), for supply and installation of telephone connection and remote control of the new radio Transmitting Center at S. Damiano Air Base.

U.S. firms interested in bidding, and eligible to work on NATO projects should submit their applications on a prescribed form before June 1 to Ministero Difesa-Aeronautica, Ispettorato Telecomunicazionii ed A.V., Ufficio NATO-UEO, Viale Castro Pretorio, Rome. Bidding documents should be available about July 1. Approximate date for opening bids is July 22.

The prescribed forms are available to eligible U.S. firms from the Commodity Export Promotion Staff, BDSA, rm. 4317, Department of Commerce, Washington 25, D.C.

Iranian firm needs white writing paper

An Iranian firm, Sherkat Sahamy Moamelat Kharaji, wants to make direct purchases of the paper articles listed below.

The firm, a government agency, is interested in 1,000 tons of white glazed writing paper, in 3 sizes. Listed below are the substance and quantity, respectively, of the paper sought.

Size 72 x 90 cm.: 50 g., 50 tons; 60 g., 260 tons; 70 g., 260 tons; 80 g., 150 tons; 90 g., 60 tons; 100 g., 30 tons; 110 g., 15 tons.

Size 70 by 100 cm.: 50 g., 6 tons; 60 g., 40 tons; 70 g., 50 tons; 80 g., 30 tons; 90 g., 20 tons; 100 g., 8 tons.

Size 60 x 90 cm.: 60 g., 50 tons; 70 g., 8 tons; 80 g., 8 tons.

Also sought are the following types of paper: 50 tons white manifold paper, m2 - 60 x 90 cm.; 40 tons colored manifold paper, 36 g., m2 - 60 x 90 cm.: 80 tons white mechanical paper, 55 g., m2 - 90 x 72 cm.; 120 tons colored mechanical paper, 55 g., m2 - 90 x 72 cm.: 25 tons Kraft paper, 56 g., m2 - 90 x 72 cm.; 25 tons highly glazed writing paper, 110 g., m2; 15 tons white glazed cardboard, 300 g., m2 - 64 x 94 cm.

Further information is available from Sherkat Sahamy Moamelat Khareji, Shah Riza Ave., Alborz St., Tehran, Iran.

Brazilian firm wants lobster fishing boats

Industria Brasileria de Lagosta S.A., of Fortaleza, has requested information as to whether there might be lobster companies willing to rent boats to the company for work out of Fortaleza, Brazil.

The company is controlled by J. C. Strickland, a Brazilian, who is particularly interested in obtaining the services of experienced boats and crews with an eye towards training of Brazilian crews to man future Brazilian boats.

A rental plan roughly along the following lines has been under study. Lobster boats of 25 meters length, with an engine of 350 hp., and reefer capacity of 20 tons and 2.2 tons daily freezing capacity, in addition to complete lobster fishing rig: rental period of two years; 80 percent of the catch to be credited to the boat, 20 percent to the company of which 10 percent will be set aside for new construction of lobster boats in Brazil. The company will assure full land services for the operating boats and represent the boats to the Brazilian Government.

Interested parties should write to: Industria Brasileira de Lagosta S.A. (IBRAL) Caixa Postal 974 Fortaleza, Ceara Brazil

Iraq seeks tenders on oil additives

The Iraq Government Oil Refineries Administration, Warehouse and Purchasing Dept., Baghdad, Iraq, by tender no. 16/63, seeks bids on detergent-inhibitor-type additive meeting U.S. military specification MIL-L-2104A for both premium heavy duty motor oils and S-1 diesel oils, when compounded with daura base stocks.

Quantities required are 45,050 U.S. gallons to be used in the motor oils and 13,780 U.S. gallons to be used in the diesel oil.

Tender closing date is June 11.

Terms and specifications may be obtained from the Iraq office named above at $2.80 per copy. That office will send tender documents to the U.S. free of charge.

Addendum announced

The National Power Corporation, Manila, P.I., announces addendum no. 3 for the Maria Cristina Hydroelectric Plant, unit three, INTERNATIONAL COMMERCE, Feb. 4, p. 39). A copy of addendum is available for loan from rm. 4124, Power and Electrical Equipment Division, BDSA, Department of Commerce, Washington 25, D.C. Telephone: WOrth 7-4252).

Transmission line project planned for Nigeria

The Electricity Corporation of Nigeria invites bids for the supply and erection of a 132 kv. transmission line between Oje and Onitsha (eastern region of Nigeria).

The contract will comprise approximately 38 miles of single circuit 0.15 sq. in. cu. sq. ACSR conductor transmission cable for completion within 17 months from the date of order. The bid deadline is July 1.

Tenders are invited under contract no. 1033/204 from those firms who are prepared to submit complete tenders for the whole of the supply and erection project. Tender documents are available from (1) The London Representative, Electricity Corporation of Nigeria, York House, Westminster Bridge Rd., London, S.E. 1, England, or (2) The Electricity Corporation of Nigeria, Electricity Headquarters, Broad St., Lagos, Nigeria. Tenders will be forwarded on receipt of a non-refundable payment of £20 (app. $56.) in favor of the Electricity Corp. of Nigeria.

Bridge construction bids requested by Goa

The Director of the Public Works Department, Panjim, Goa, invites bids for the construction of a high level bridge 675 meters (approximately 2217 ft.) long across the Mandovi River on the proposed West Coast Road alignment in Goa between Betim and Panjim.

Included in the project are the construction of two 40 feet clear grade separation structures, one on each of the bridge approaches. The bid deadline is July 15.

Tender documents can be obtained from the Director at the above address for Rs. 100 ($21) per set. Airmail charge per set is Rs. 50 ($10.50), which should be sent with payment for tender documents. Bidders must deposit Rs. 100,000 ($21,000) as earnest money.

One copy of the tender documents is available for reference in the Building Materials and Construction Industries Division, BDSA, rm. 4002, Department of Commerce, Washington 25, D.C. (Telephone: WOrth 7-5255).

Pakistan asks bids on wood board plant

The Pakistan Council of Scientific and Industrial Research, Block no. 95, Pakistan Secretariat, Karachi, states that it has involved a process relating to the manufacture of wood chip board based entirely on raw materials easily available within Pakistan.

The process has been leased to industrialists for commercial exploitation. Quotations for the supply of suitable plants of different capacities are desired by the council. One capacity mentioned is 900 cu. ft. per day with thicknesses of 1/8 to 1 inch.

A copy of a non-technical note on this process is available on loan to firms in the U.S. from General Industrial Equipment and Components Division, BDSA, Department of Commerce, Washington 25, D.C. (Telephone: WOrth 7-5589) .

The firms and individuals in the following lists are interested in trade relations with U.S. businessmen. The commodities in which they have expressed interest are indicated by the numbers preceding the commodity classifications. These numbers refer to the Standard Industrial Classification (SIC) Manual, which is available for $2.50 a copy from the Superintendent of Documents, U.S. Government Printing Office, Washington 25, D.C.

Every effort is made to include only firms or individuals with a good reputation; the Department of Commerce, however, cannot be responsible for any resultant trade relations.

■ **indicates tenders invited by foreign borrowers under Agency for International Development (AID) loans. A star (★) following indicates that additional information is available from the Trade Opportunities Staff, Business and Defense Services Administration (BDSA), Department of Commerce, Washington 25, D.C., Room 4319, Telephone WO 7-4675.**

● **indicates that the trade opportunity represents a request for bids by a foreign government agency. A (★) following indicates that additional information may be borrowed by U.S. firms in this country from BDSA; telephone numbers indicated. To avoid delay, requests for loan material should include country and commodity.**

★★ **indicate opportunities obtained by U.S. trade missions to other countries. A (★) following these indicates that additional information may be acquired by writing International Activities Staff, Attention E. Craig Wilton, BDSA, Department of Commerce. NCIA following indicates no commercial information available. If copies of the interview report from which these opportunities were developed are desired, please indicate I.R. number in request.**

WTD indicates that a World Trade Directory report is available on the foreign firm for which the trade opportunity is listed. These reports, indicating type of organization, sales territory, size of business, sales volume, trade and financial reputation, and other factors, are available for $1 each from the Commercial Intelligence Division, Bureau of International Commerce (BIC), Department of Commerce. The date following the letters WTD refers to the date of issuance of the report.

Leads for Exporters

Listed below are companies interested in buying U.S. products. Direct purchases are wanted unless otherwise indicated.

011 Field Crops

MOROCCO—Cottonseeds, linseeds, and soybeans. Genco-Maroc (importers and commission agents), 433, Blvd. Mohammed V, Casablanca. WTD 8/2/62.

TAIWAN—Raw cotton. Bee & Liang Co. (importer, exporter), P.O. Box 1396, Taipei. WTD 2/12/63.

013 Livestock

SPAIN—Wool fibers. Direct purchase and exclusive agent for Spain on commission basis. Jose Ma. Canadell Cortes, (wholesaler, importer), Perez Galdos 217, Sabadell, Barcelona.

019 Commercial Farm Products

FRANCE—Seeds. Direct purchase and agency. Jean Baron & Clement Dehaiffe (broker), 40, rue du Bac, Paris 7. WTD 4/12/63.

PHILIPPINES—Vegetable seeds. Bureau of Plant Industry, (importer, retailer), 692 San Andres, Manila.

102 Copper Ores

FRANCE—Raw copper; correspondence preferred in French. Leon Mager, (manufacturer, importer), 52/54 rue de la Roquette, Paris 11.

120 Bituminous Coal, Lignite Mining

IRELAND—Gas coals; in cargoes of 3,000 long tons at five cargoes a year; requests analysis of the coals and an indication of the swelling index. Corporation of Liverick, Gas Dept. (municipal authority), Dock Rd., Limerick.

ITALY—Coking coal, Pocahontas, Clintwood, New River, 200,000 mt. annually; gas coal, Chilton Llorado and similar types, 50,000 mt. annually; steam coal for thermoelectric power plants. Direct purchase and agency. Sidema, (importer), Via Nino Bonnet 11a, Milano. WTD 2/28/63.

145 Clay, Ceramic, Refractory Minerals

SOUTH AFRICA—Materials for the manufacture of household and hotel vitreous china. Continental China, (Pty.), Ltd., (manufacturer), Blackheath, C. P.

200 Food

ITALY—Foodstuffs. Filli Augugliaro & Genna S.p.A. (miller, manufacturer of macaroni products), Via dell Salute 4, Trapani.

201 Meat Products

ITALY—Frozen meat. Requests replies from manufacturers only. Novicompa, S.p.A. (manufacturer's agent) Piazza Grandi 24, Milan. WTD 9/25/62.

202 Dairy Products

BRAZIL—Cheese curd, powdered. Zamprogna X.A. Importacao, Comercio e Industria (importer, wholesaler) Caixa Postal 8301, Sao Paulo.

CANADA—Monterey Jack cheese; 100 cases each containing two 10 lb. wheels of top quality, for first order with additional orders to follow. P. Tosi & Co. (importing distributor), 624 Main St., Vancouver, B.C. WTD 8/20/62.

■ **CAMBODIA**—Sweetened condensed milk, 9% butterfat, each 48/397 grs. net tins, 676 cartons. PA#442-0901-000-354-3001. U.S. source. Quotation deadline June 10. Comtoirs Generaux, 145-147, Vithei Monivong a, Phnom Penh, C&F.

■ 9% butterfat sweetened condensed milk, 680 cartons of 48/14 oz. net tins, PA#442-0901-000-354-3001. U.S. source. Quotation deadline June 9. Huot Ham & Compagnie Sarl., No. 8, Vithei Okhha Phlong, Phnom Penh, C&F.

■ Sweetened condensed milk, 9% butterfat, 48 tins of 397 grs. net each, 676 cartons PA#442-0901-000-354-3001. U.S. source. Quotation deadline June 6. Tridara S. A. 129, Vithei Kralahom-Kong a, Phnom Penh, C&F.

■ "Rafidane" sweetened condensed milk, 9% butterfat, 400 cartons of 48/14 ounce tins (397 grs. per tin net); diamond brand sweetened condensed milk, 9% butterfat, 290 cartons of 48/14 oz. tins. C&F Phnom-Penh. PA#442-0901-000-354-3001. U.S. source. Quotation deadline June 14. Te Kinh Anh. Ets. Yong Kong, 187 Vithei Preah Bat Sisowath, Phnom-Penh. Cabled quotations accepted.

203 Canning, Preserving Foods

BRAZIL—Canned caviar; canned cherries; canned foodstuffs. Dias Martins S.A. Mercantil e Industrial (importer, wholesaler) Caixa Postal 2646, Sao Paulo. WTD 2/27/63.

ITALY—Dried fruit, and fish. Requests replies from manufacturers only. Novicompa, S.p.A. (manufacturer's agent) Piazza Grandi 24, Milan. WTD 9/25/62.

NORWAY—Dried fruit; such as prunes, apricots, apples, pears, mixed fruit. Koff-Kjop A/S (purchasing organization), 12 Tonllugaten, Oslo.

VENEZUELA—Food products such as canned goods, dried fruits, edible oils,

nuts. Krohn & Vera S.A. (importing wholesaler), San Isidro a San Julian 30, Quebrada Honda, Caracas. WTD 4/30/63.

204 Grain Mill Products

BRAZIL—Canary grass, bird seeds. Dias Martins S.A. Mercantil e Industrial (importer, wholesaler) Caixa Postal 2646, Sao Paulo. WTD 2/27/63.

BRUNEI—Rice (grade "A" quality, perfumed 5% and up, slightly oily if possible), wheat flour in 50-lb bags; requests literature and CIF Brunei prices. Mr. Kho, Chinese Chamber of Commerce Brunei Town.

MEXICO—Pop corn; distributors in states of Coahuila, Durango and Chihuahua. Casa Buchenau, S.A. (grocery store), Zaragoza No. 450 Sur, Torreon, Coahuila. WTD 5/2/63.

NORTH BORNEO—Rice. Requests samples of various grades of rice, and CIF Sandakan prices. Honorable Koo Siah Chew, Chinese Chamber of Commerce, Sandakan.

SPAIN—Animal feeds. Interpiensos, S.A. (importer, exporter, manufacturer, wholesaler), Daoiz 17, Las Palmas de Gran Canarias (Canary Islands).

206 Sugar

BRUNEI—Refined sugar, non-granulated. Requests literature and CIF Brunei prices. Mr. Kho, Chinese Chamber of Commerce, Brunei Town.

207 Confectionery

FRANCE—Confectionery products. Comptoir Interregional de Diffusion, 98-100 rue Nationale, Boulogne s/Mer, Pas-de-Calais.

208 Beverages

BRAZIL—Champagne; wines. Dias Martins S.A. Mercantil e Industrial (importer, wholesaler) Caixa Postal 2646, Sao Paulo. WTD 2/27/63.

ITALY—Beverage products. Requests replies from manufacturers only. Novicompa, S.p.A. (manufacturer's agent), Piazza Grandi 24, Milan. WTD 9/25/62.

Kentucky straight bourbon Whiskey. Interexchange, s.r.l. (importer) Via Meravigli 16, Milan. WTD 4/2/63.

209 Food Preparations

BRAZIL—Garlic. Dias Martins S.A. Mercantil e Industrial (importer, wholesaler) Caixa Postal 2646, Sao Paulo. WTD 2/27/63.

Cinnamon, whole and ground, Zamprogna S.A. Intertacao, Comercio e Industrial (importer, wholesaler) Caixa Postal 8301, Sao Paulo.

CANADA—1,000 cases of 6-128 oz. tins refined winterized cottonseed oil (private brand). P. Tosi & Co. (importing distributor), 624 Main St., Vancouver, B.C. WTD 8/20/62.

PHILIPPINES—Linseed oil. Resins, Inc., (manufacturer), 608 Tanduay St., Manila. WTDR 8-25-62.

Soybean oil. Resins, Inc., (manufacturer), 608 Tanduay St., Manila. WTDR 8-25-62.

SINGAPORE—Soyabean meal, 100 tons; requests CIF quotations and sample. Animal Feed Mill Dept., NG Eng Huat, 14 New Bridge Rd., Singapore 1.

220 Textile Mill Products

ENGLAND—Textiles; apparel fabrics for men, women, children. Direct purchase and agency. W. B. Waite & Co., Ltd. (sales agent), 37/9 Great Marlborough St., London, W.1. WTD 5/3/63.

GERMANY—Medium quality ready-made textiles of all kinds as follows: men's and boys' clothing; cloth for dresses and overcoats, including linings; knitted goods, hosiery; grey cotton cloth (nettle), linens, scarfs, bed linen; carpets and rugs, curtains, furniture and drapery cloth; fur imitations for trimmings. Desires CIF cost and freight Hamburg price quotations; requests replies in German. Katag AG. (purchasing organization and wholesaler), 4 Stresemannstrasse, 48 Bielefeld. WTD 4/11/63.

Heat resistant fabrics for commercial laundry pressing and ironing machines and for use in the rubber processing industries (excluding tire manufacture). Exclusive distributorship on commission fee basis for Germany and Europe countries. Direct purchase and agency. Hewanco J. M. Hein K. G., (importer, exporter, wholesaler, manufacturer), 76/77 Am Dobben, Bremen. WTD 2/25/63.

MOZAMBIQUE—Clothing. Reys, Fernandes & Baptista, Lda. (importer, retailer, wholesaler), Ave. Dr. Salazar or P.O. Box 5, Quelimane. WTD 2/13/63.

NORWAY—Window curtains of synthetic fabric (except dacron), in widths approximately 60" x 80". Sigurd Bjornstad (importing wholesaler), 4 Sehestadsgate, Oslo. WTD 9/26/62.

PAKISTAN—Insulating material: empire cloth straight cut of size seven and 10 mils; cotton varnished sleevings of size 1.5 to six mm; imitation leather paper size seven and 10 mils; imitation plastic sheets with thickness of ⅛", 3/16", ¼", 5/16", 1/32" and 1/16"; stiff ruby mica blocks of sizes 1" x 1½", 2 x 3", 3 x 4"; heat resisting flexible micanite sheets, size 1/32" S. Muhammad Din & Sons, Ltd., (manufacturer), Shahdara Mills, Lahore. WTD 3/13/63.

PHILIPPINES—Linens and household textile products; fabrics. Servando's Department Store & Nalco Press (importer, retailer, printer), P.O. Box 11, Araneta St., Bacolod City. WTD 3/22/63.

SINGAPORE — Bedsheets, pillow cases, towels, bolster cases, table cloths, napkins, blankets, flannelette sheets, and bed covers of first quality material. Mr. Balwant Singh, Gian Singh & Co., Ltd., (importer, wholesaler, retailer, exporter), 30-1 Raffles Pl., Singapore 1. WTDR. 2/28/63.

SPAIN—New and old rags and other textile wastes for use in manufacture of textiles. Direct purchase and exclusive agent for Spain on commission basis. Jose Ma. Canadell Cortes, (wholesaler, importer), Perez Galdos 217, Sabadell. Barcelona.

Polyester poplings, polyester yarn and polyester fiber; also nylon yarn and nylon tricote. Direct purchase and agency. Jacob Anidjar, (export, import, agency), Ronda San Pedro, 3, 5°, 2°, Barcelona 10.

225 Rolling, Drawing, Extruding of Copper

■ **GREECE**—Underground cables, high tension, various dimensions, NKBA type, 2,300; anti-humide cables NYM type, 1,100; copper multi-strand air cables 16 mm., 5,000. PA#240-898-221-2203. Limited worldwide (898). Bid deadline June 17. Ministry of National Defense (GEA), Offices of the Procurements Committee, 50 Socrates St., 4th Floor, Athens. Ref. 202. Copy of specifications and conditions may be obtained from Greek Foreign Trade Admin., 2211 Massachusetts Ave., NW., Wash. 8, D.C. If selected offer is from U.S., purchase will be financed by AID or with free dollars.

227 Floor Covering

GERMANY—Carpets and rugs. Direct purchase and agency. Requests replies in German. August Drucks Textilgrosshandlung (wholesaler), 56-58 Rudolfstrasse, 5100 Aachen. WTD 4/9/63.

228 Yarn, Thread

GERMANY—Sewing yarn and thread; wool. Direct purchase and agency; requests replies in German. Gethmann Nachf. GmbH. (wholesaler), 13 Siegstrasse, 5900 Siegen/W. WTD 4/9/63.

229 Textile Goods

BELGIUM—Flax, hemp, sisal, jute, cotton and other textile wastes and rags. A. & A. Demeulenaere, s.a. (importer, exporter, manufacturer), 33 Vladostraat, Werken (Zarren). WTD 4/2/63.

■ **CAMBODIA**—Heavy cees jute bags, 40x28 hemmed, 2¼ lbs., 8/9 plain, packed 400 bags per bale, 95 bales. PA#442-400-901-354-3205. Limited worldwide. Quotation deadline June 8. Francasiatic, S.A., 3, Vithei Kralahom Kong, Phnom-Penh. Cabled quotations accepted. C&F.

■ Heavy cees jute bags, 40x28, hemmed, 2¼ lbs., 8/9 plain, 95 bales of 900 lbs. per bale; jute twine, 2 bales, 4-ply, 90" reels, 822 lbs. net. PA#442-400-901-354-3205. Limited worldwide (901). Quotation deadline June 6. Ong Ba (Ets. Cam Hong Chang), 38, Vithei Oknha, Phnom Penh, C&F. Cabled quotations accepted.

■ Jute sacks, heavy cees, 40/28, hemmed 2¼ lbs., 8/9 plain, 28,000; 43/29, 2½ lbs., 9,600. PA#442-400-901-354-3205. Limited worldwide (901). Quotation deadline June 13. Tieu Ngoan Chhuan, Ets. Tieu Ngoan Chhuan, 3 Vithei Oknha Phlong, Phnom Penh, C&F.

■ Jute bags, heavy cees, 40/28, 2¼ lbs., 8/9 plain, 70 bales, 28,000 pcs.; 43/29 2½, 24 bales, 37,600 pcs. PA#442-400-901-354-3205. Limited worldwide (901). Quotation deadline June 14. Messrs. Ban Sambath, Ets. Mac-Soun, No. 19, Preah Ang Yukanthor, Phnom Penh, C&F.

■ Jute bags, heavy cees, 40/28, hemmed, 2¼ lbs., 8/9 plain, 28,000; 43/29, 2½ lbs. 9,600. PA#442-400-901-354-3205. Limited worldwide (901). Quotation deadline June 12. Ung Kim You, 49, Phlauv Nokor, Phnom Penh, C&F.

■ Jute bags, heavy cees, 40/28, hemmed, 2¼ lbs. 8/9 plain, 28,000; 43/29, 2½ lbs., green striped, 9,600. PA#441-400-901-354-3205. Limited worldwide (901). Quotation deadline June 12. Tran Kim Thuy, 147, Phlauv Sisowath, Phnom Penh, C&F.

■ Jute bags, heavy cees, 40/28, 2¼ lbs. plain, 8/9, 28,000; same but 43/29, 2½ lbs., green striped, 9,600 lbs. PA#442-400-901-354-3205. Limited worldwide (901). Quotation deadline June 12. Neang Chung Hien, 215, Phlauv Sisowath a, Phnom Penh, C&F.

■ Jute bags, heavy cees, 40/28, 2¼ lbs., 8/9 plain; 28,000; same but 43/29, 2½ lbs. green striped, 9,600. PA#442-400-901-354-3205. Quotation deadline June 12. Ung Kim You, 49, Phlauv Prey Nokor, Phnom Penh, C&F.

■ Jute bags, heavy cees, 40/28, 2¼ lbs., 8/9, 70 bales, 28,000 pcs.; same but 43/29 2½ lbs., green striped, 94 bales, 37,600 pcs. PA#442-400-901-354-3205. Limited worldwide (901). Quotation deadline June 11. Mme. Neang Lim-Suy-Kheng, Ets. Quang-Phong-Hang, No. 13. Khemarak-Phoumin, Phnom Penh, C&F.

■ Jute bags, heavy cees, 40/28 hemmed, 2¼ lbs., 8/9, 28,000; 43/29, 2½ lbs. green striped. PA#442-400-901-354-3205. Limited worldwide (901). Quotation deadline June 11. Neang Khau Lang, 20, Phlauv Neayok Souk, Phnom Penh, C&F.

■ Jute bags, heavy cees, 40/28 hemmed, 2¼ lbs., 8/9 plain, 70 bales of 28,000 pcs.; same but 43/29, 2½ lbs. 8/9 green, 24 bales, 9,600 pcs. PA#442-400-901-354-3205. Limited worldwide (901). Quotation deadline June 11. Messrs. Ou-Han-Tchang, No. 21, (1er etage) Khemarak-Phoumin, Phnom Penh, C&F.

■ Jute bags, heavy cees, 40/28 hemmed, 2¼ lbs. 8/9, 28,000; same but 43/29, 2½ lbs, 9,600 pcs., packed in 400 bags per bale. Pa#442-400-901-354-3205. Limited worldwide (901). Quotation deadline June 11. Lay Peng Hoc, 40, Vithei Oknha Men, Phnom Penh, C&F.

■ Jute bags, heavy cees, 40/28 hemmed, 2¼ lbs., 8/9 plain, 70 bales or 28,000 pcs.; same except 43/19, 2½ lbs., green striped, 24 bales or 9,600 pcs. PA#442-400-901-354-3205. Limited worldwide (901). Quotation deadline June 11. Messrs. Hiu-Pac-Chi, Ets., Lune-Hing, No. 21, Khemarak-Phoumin, Phnom Penh, C&F.

■ Jute bags, heavy cees, hemmed 2¼ lbs. 8/9, plain, 70 bales or 28,000 pcs.; same except 43/29, 2½ lbs. green striped, 24 bales or 37,600 pcs. PA#441-400-901-354-3205. Limited worldwide (901). Quotation deadline June 9. Messrs. Lim-Tchong-Min, Ets. Nghi-Seing-Hang, No. 141, Preah Ang Hassakan, Phnom Penh, C&F.

■ Jute bags, heavy cees, hemmed 2¼ lbs., 8x9, 38,400 pcs., 96 bales. PA#442-400-901-354-3205. Limited worldwide (901). Quotation deadline June 9. Pho Thai (Ets. Kheng Hap Hang) No. 34 Vithei Kralahom Kong a, Phnom Penh, C&F.

■ Heavy cees, jute bags, 40x28 hemmed, 2¼ lbs. 8x9 plain parked 400 bags per bale, 38,400 pieces, 96 bales. PA#442-400-901-354-3205. Limited worldwide (901). Quotation deadline June 9. Tran Khue (Ets. Khanh Hiep Chanh), No. 48 Vithei Kralahom Kong a, Phnom Penh, C&F.

■ Jute bags, heavy cees, 37,600 pcs.; 40/28, 2¼ lbs.; 37,600 pcs.; same but 43/29, 2½ lbs., 6,800 pcs. PA#442-400-901-354-3205. Limited worldwide (901). Quotation deadline June 6. Cie. de Commerce et de Navigation du Cambodge, No. 32 Etage Vithei-Khemarak Phoumin a, Phnom Penh, Cable: SICIENSI, Phnom Penh, C&F.

■ Jute bags, heavy cees, 40x28 hemmed, 2¼ lbs. 8/9 plain, 26,800 pcs.; same, but 43x29, 2½ lbs. green striped, 8,000 pcs.; jute twine, 4-ply 90 reels, 10 maunds per bundle, 9 bundles. PA#442-400-901-354-3205. Limited worldwide (901). Quotation deadline June 6. Huot Ham & Compagnie Sarl, No. 8, Vithei Oknha Phlong, Phnom Penh, C&F.

■ Jute bags, heavy cees, 40x28" hemmed, 2¼ lbs. 8/9 plain, 16,800 pcs.; same, but 43x29", 2½ lbs. PA#442-400-901-354-3205. Limited worldwide (901). Quotation deadline June 6. Société Phnom Penh Transit Sarl., No. 77, Terak Vithei Preah Bat Sisowath, Phnom Penh, C&F.

■ Jute bags, heavy cees, 40x28 hemmed, 2¼ lbs. 8/9 plain, 26,800; 43x29, 2½ lbs. 8,000 pcs.; jute twine 4-ply 90" reels, 10 maunds per bale, 9 bales. PA#442-400-901-354-3205. Limited worldwide (901). Quotation deadline June 6. Compagnie Khmere De Commerce Sarl, No. 77, Terak Vithei Preah Bat Sisowath, Phnom Penh, C&F.

■ Jute bags, heavy cees, 37,600 pcs.; same, 40/28, hemmed, 2¼ lbs., 8/9 plain, packed in 400 lb. bags per bale, 80,800; same, 43/29, 2½ lbs., 8/9 green striped, 6,800. PA#441-400-901-354-3205. Limited worldwide (901). Quotation deadline June 8. Nam Hai Co., Ltd., 139 Vithei-Hassakan a, Phnom Penh, C&F. Cable: NAMHAIIE-FEB, Phnom Penh.

■ Jute bags, heavy cees, 40x28, hemmed, 2¼ lbs., 8/9 plain, 17,200; 2½, 43x29, 8,800. PA#442-400-901-354-3205. Limited World Wide (901). Quotation deadline June 6. Wang Fa Leang (Ets. Khmer Trading), 12 Vithei Surint a, Phnom Penh, C&F.

■ Sacs of jute HC 40x28, (mOIxOm71), weight IKO2, contexture 8/9, 27,200 pcs., 68 bales; 43x29, IK13, 8,800 pcs., 22 bales; twine of jute, 4 ply, bobbin 2m286, 5 bales. PA#442-400-901-354-3205. Limited World Wide (901). Quotation deadline June 6. Union Financiere d'Extreme Orient, No. 1, Vithei Neary Khlahan a, Phnom Penh, C&F.

■ Jute bags, heavy cees, 40x28, 2¼ lbs. 8x9 plain, hemmed, 27,600 pcs.; same, 43x29, 2½ lbs. green striped. PA#442-400-901-354-3205. Limited worldwide (901). Quotation deadline June 8. Quach Heng Tchhang, Ets. Teck Veng, No. 64, Phlauv Kralahom Kong, Phnom Penh. C&F, cabled quotations accepted.

■ Jute bags, heavy cees, 40/28, hemmed, 2¼ lb. plain 8/9, 400 bags to bale. 27,200; same, except 43/29, 2½ lbs., 8/9 green striped; jute twine, 9 bales. PA#442-400-901-354-3205. Limited worldwide. Quotation deadline June 8. Ly Tin, Ets. Ly Sieng Houatt 162 Vithei P. B., Ang. Duong, Phnom Penh. C&F.

■ Jute bags, heavy cees, hemmed, 2¼, 8/9 plain, 36,000; jute twine, 4-ply, 90-in. reels, 8 bales. PA#442-400-901-354-3205. Limited worldwide. Quotation deadline June 6. Chau Phanh (Ets. Su Xieu), No. 91, Vithei Ang-Duong. Phnom Penh. Cable quotations acceptable. C&F.

■ Jute bags, heavy cees, 40x28 hemmed, 2¼ lbs. 8x9 plain packing, 400 per bale, 98 bales. C&F Phnom Penh. PA#442-400-901-354-3205. Limited worldwide (901). Quotation deadline June 8. Societe Commerciale Indo-Khmere, 175 Vithei Khemarak Phoumin, Phnom Penh.

■ Gunny bags, hemmed 2¼ lbs., 8/9 plain, 400 per bale, 38,400 bags. PA#442-400-901-354-3205. Limited worldwide (901)/Quotation deadline June 8. Hong Vinh Hoa, Ets, No. 149 Vithei Preah Bat Sisowath, Phnom Penh.

■ Jute bags, heavy cees, 40/28, hemmed 21/4 lbs., 8/9 plain, packed 400 per bale, 30,800 bags; same, 43/29, hemmed, 2½ lbs., green striped, 6,800. C&F Phnom-Penh. PA#442-400-901-354-3205. Limited worldwide (901). Quotation deadline June 6. Veng-Nam (Ets. Pipup-peanich), No. 150, Vithei Kampuchea Krom, Phnom Penh. Cabled quotations will be accepted.

■ Heavy cees, jute bags, 40x28" hemmed, 8x9, 2¼ lbs. plain, 400 to bale, 38,800 pcs. PA#442-400-901-354-3205. Limited worldwide (901). Quotation deadline June 9. Hea Kim Sieu (Ets. Kim Ky), 38, Vithei Ouk Luon, Phnom Penh. Cable quotations accepted. C&F Phnom-Penh.

■ Heavy cees, jute bags, 40x28, hemmed, 2¼ lbs., 8x9, plain, 27,200, 68 bales; same, 43x29, 2½ lbs., green, 7,200, or 18 bales; 10 maunds jute twine, 4-ply, 90", reel, 10 bales. C&F Phnom Penh. Bid quotation deadline June 8. PA#442-400-901-354-3205. Limited worldwide (901). Ste Hoa Ly Heng, 155 T.V.P.B. Sisowath. Phnom Penh. Cable quotations acceptable.

■ Jute bags, heavy cees, 40x28 hemmed 8x9, 2¼ lb. plain, 96 bales, each 400, 38,400 pcs. PA#442-400-901-354-3205. Limited worldwide (901). Quotation deadline June 8. Ste. Commerciale Francaise de l'Indochine, 15/23 Vithei Preah Norodom, Phnom Penh. C&F. Cable quotations accepted.

■ Heavy cees jute bags, 40x28, 67 bales; same, 43x29, green striped, 20 bales; jute twine, bales ply, four reels, 90-inch, 820 lbs. each. PA#442-400-901-3205. Limited worldwide (901). Quotation deadline June 6. Société Anonyme Franco-Khmere pour l'Exportation du Caoutchouc (S.A.F.K. E.C.), 135 Vithei Kralahom-Hong, Phnom Penh, C&F.

■ Heavy cees jute bags, 40/28 hemmed 2¼ lbs. 8/9 plain, 77 bales of 30,800 bags, 400 in bale; same, but 43/29, 2½ lbs., green striped, 6,800 bags, or 17 bales. PA#442-400-901-354-3205. Limited worldwide (901). Quotation deadline June 8. Neang Lim Lang (Ets. Y. Heng), No. 25 Ang Duong, Phnom Penh, C&F.

■ Heavy cees jute bags, 40x28, hemmed 8x9, 2¼ lbs. plain, 400 bags, 28,000 pcs.; same 8x9, 2½ lbs. green, 400 bags in bale, 9,200. PA#442-400-901-354-3205. Limited worldwide (901). Quotation deadline June 8. Nghe Anh (Ets. Lien Thann), 42, Vithei Kralahom Kong, Phnom Penh. Cable quotations acceptable. C&F.

■ Heavy cees jute bags, 8x9, plain, 400 in bale, 38,800 pcs. PA#442-400-901-354-3205. Limited worldwide (901). Quotation deadline June 9. Luu Tien (Ets. LuuTien) Cabled quotations acceptable. C&F. Phnom-Penh.

■ Heavy cees jute bags, 40x28, 8x9 plain, 28,000 pcs.; same 43x29, 9,600 pcs. PA#442-400-901-354-3205. Limited worldwide (901). Quotation deadline June 6. Cambodia Overseas Co., S.A.R.L., 133, Vithei Oknha Ouk Loun, Phnom-Penh. C&F. Cabled quotations accepted.

■ Jute bags, heavy cees, 40x48 hemmed, 2¼ lbs., 8/9 plain, 400 bags per bale, 28,000 pcs.; same 43x29, 2½ lbs., 8/9 green striped, 9,600 pcs., C&F Phnom-Penh. PA#442-400-901-354-3205. Limited worldwide (901). Quotation deadline June 6. Neang Lim Phek Khim (Ets. Chhun Hong), No. 21 Vithei Oknha, Phnom-Penh.

■ Jute bags, heavy cees 40x28, hemmed, 2¼ lbs., 8x9, plain, 400 per bale, 22,000; same, except 43x29, hemmed 2½ lbs., green striped, 12,000 pcs; jute twine, four-ply, 90" reel, bale of ten maunds, 10 bales. C&F Phnom-Penh. PA#442-400-901-354-3205. Limited worldwide (901). Quotation deadline June 5. Phung Kien Ets. Wa Xuong Hong, 95 Vithei Okhna, Phnom-Penh.

■ Jute bags, heavy cees, 40/28, hemmed, 2¼ lbs., 8/9 plain, packed 400 bags, 30,800 pcs.; heavy cees, 43/29, hemmed 2½ lbs., 8/9 green stripe, 6,800 pcs. C&F Phnon-Penh. PA#442-400-901-354-3205. Limited worldwide (901). Quotation deadline June 6. Chhun-Bak, Ets., Tran Xuan Moc. No. 179, Vithei Sisowath, Phnom-Penh.

■ Gunny bags, heavy cees, 40/28, hemmed 2¼ lbs., 8/9 plain, packed 400 bags per bale, 38,400. PA#442-400-901-354-3205. Limited worldwide (901). Bid deadline June 8. Hong Vinh Mau (Ets. Ek Bee), No. 3, Vithei Bassac, Phnom-Penh.

■ Heavy cees jute bags, 40x28, hemmed 2¼ lb 8x9 plain, 81 bales, 32,000 bags; jute twine four ply 90" reel per bale, 20 bales. PA#442-400-901-354-3205. Limited worldwide (901). Quotation deadline June 6. Lam Duc Toan (Ets. Teck-ho), No. 122 Vithei Oknha, Phnom-Penh, C&F. Cable: Teco, Phnom-Penh.

■ Jute bags, heavy cees, 40"x28" hemmed, 2½ lbs., 8/9 plain, 26,800 pcs.; 43"x29" 2½ lbs., green striped, 8,000 pcs.; jute twine, 4 ply 90" reels, 10 maunds per bale, nine bales. PA#442-400-901-354-3205. Limited worldwide (901). Quotation deadline June 6. Comptoir de Phnom-Penh, SARL, no. 77 T.V.P.B., Sisowath, Phnom-Penh. C&F.

■ Jute bags, heavy cees, 40/28, hemmed 2¼ lbs., 8/9 plain, 38,400 pcs., C&F. PA#442-400-901-354-3205. Limited worldwide (901). Quotation deadline June 6. Chhoa Peng Chhuon (Ets. Kien Sing & Co.), 24-26 Vithei Oknha, Phnom-Penh. Cabled quotations accepted.

■ Jute bags, heavy cees. 40x28 hemmed, 2¼ lbs., 8x9 plain, 38,700 bags. C&F. PA#442-400-901-354-3205. Limited worldwide (901). Quotation deadline June 6. Tran Tien Quen (Ets. Teck-Sin), no.

122 Vithei Oknha, Phnom-Penh. Cable: TESIMES, Phnom-Penh.

■ Heavy cees jute bags, 40x28 hemmed, 8x9, 2¼ lbs. plain, 96 bales, 38,400 pcs. Pa#442-400-901-354-3205. Limited worldwide (901). Quotation deadline June 8, Ste Generale Khumere de Commerce & de Representation, 15/23 Vithei Preah Bat Norodom, Phnom Penh, C&F. Cabled quotations accepted.

■ Heavy cees 40/28, hemmed, 2¼ lbs., 8/9 plain, 38,400 pcs., 96 bales; jute twine 4 ply 90″ reel per bale. PA#442-400-901-354-3205. Limited worldwide (901). Quotation deadline June 8. Ets. A. M. Frey du Cambodge, no. 85/89 Vithei Quai Sisowath, Phnom-Penh. Cable: ALMAFRE, Phom-Penh, C&F.

■ Heavy cees jute bags, 40x28, hemmed, 2¼ lbs., 8x9 plain, 38,400 pcs. PA#442-400-901-354-3205. Limited worldwide (901). Quotation deadline June 8. Chea Thay Sien, Ets., Thay Sean, 39 V. Chey chetha, Phnom-Penh. Cabled quotations accepted.

■ Heavy cees, jute bags, 40x28 hemmed, 2¼ lbs., 8/9 plain, 95 bales, 38,000 bags. PA#442-400-901-354-3205. Limited worldwide (901). The East Asiatic Company, Ltd., 181 Vithei Sisowath, Phom-Penh. Cable quotations accepted.

■ Heavy cees, jute bags, 40x28, hemmed 2¼ lbs. 8/9 plain, 38,400 bags PA#442-400-901,354-3205. Limited worldwide (901). Quotation deadline June 8. Tran Van Phieu, (Ets. Seng Boun Hang), 117 Vithei Preah Bat Sisowath, Phnom-Penh. C&F. Cabled quotations accepted.

■ Heavy cees jute bags, 2¼ lbs. plain 40x28″, 28,000 pcs.; jute twine 4 ply, 90″ reels, 56 bales, 372k800 net environ per bale, 34 bales. PA#442-400-901-3205. Quotation deadline June 9. Huynh Van Thanh, (Ets. Ung Sieng Heng), 73 Vithei Preah Bat Sisowath, Phnom-Penh. Cabled quotations accepted. C&F Phnom-Penh.

■ Heavy cees jute bags, 40x28″ hemmed, 8x9, 2¼ lbs., 38,800 pcs. PA#442-400-901-354-3205. Limited worldwide (901). Quotation deadline June 9. Neang Lim Srun, (Ets. Lim Hai Seng), 37 Vithei Ang-Kor, Phnom-Penh, Cambodia. Cabled quotations accepted.

■ Heavy cees bags, 40x28″ hemmed, 8x9, 2¼ lbs. plain, 38,800 pcs. PA#442-400-901-354-3205. Limited worldwide (901). Quotation deadline June 9. Ung Kheng Liet W (Willy Company), 152 Vithei Oknha, Phnom-Penh. Cabled quotations accepted. C&F.

■ Heavy cees, 40x28 hemmed, 2¼ lbs. 8x9 plain, 38,400 pcs., 96 bales. Ets. Eak Ngon, (Mr. Lam Anh), no 45 Phlauv Ang Eng, Phnom-Penh. Bid deadline June 5.

Heavy cees bags, 40x28 hemmed, 8x9 plain, 2¼ lbs., 28,000 pcs.; 43x29 green striped 2½ lbs., 9,600 pcs. Bid deadline June 6.

Both the above for PA#442-400-901-354-3205. Limited worldwide (901). Cable quotations accepted. C&F Phnom-Penh.

■ Heavy cees jute bags, 40x28″ hemmed, 9x8, 2¼ lbs. plain, 28,000 pcs; 43x29″, 2½ lbs. green striped, 10,000 pcs. Lim Eng. Chua, (Ste Nation Trading Ltd.,), 32 Vithei Khemarak Phoumin, Phnom-Penh.

Heavy cees, bags, 40x28 hemmed, 8x9 2¼ lbs. plain, 38,000 pcs. Chung Ouy, (Ets. Lien Thai & Cie), 14 Vithei Bassac, Phnom-Penh.

Heavy cees bags, 40x28 hemmed, 2¼ lbs., 8x9 plain, 28,000 pcs., 43x29, 2½ lbs., 9,600 pcs. Neang Ngo Hai, (Ets. Ving Chan Hong), 77 Vithei Kralahom-Kong, Phnom-Penh.

Heavy cees 40/28 hemmed 2¼ lbs., 8/9 plain, 400 bags per bale. Neang-Tao, (Ets. Hong-Hoat), no. 66 Vithei Kralahom-Kong, Phnom-Penh.

Heavy cees bags, 40x28 hemmed, 8x9, 2¼ lbs. plain, 38,000 pcs.; jute twine 4-ply, two bales. Men Dull, (Ets. Men-Dull & Cie SARL), no. 53/55 Vithei Srok-Treang, Phnom-Penh.

Heavy cees, 40x28 hemmed 2¼ lbs. 8x9 plain, 38,400 pcs., 96 bales. Ets. B. V. Sabunani & Fils, (Au Petit Bombay), no. 73 Vithei Prey-Nokor, Phnom-Penh.

All the above are for PA#442-400-901-354-3205. Limited worldwide (901). Quotation deadline June 9.

■ Heavy cees jute bags, 40x28 hemmed, 2¼ lbs., 8/9 plain, 96 bales. PA#442-400-901-354-3205. Quotation deadline June 8. Ang Kim Khoan, 23 Vithei Kramoun Sar, Phnom-Penh, Cabled quotations accepted.

■ Heavy cees jute bags, 40x28, hemmed, 2¼ lb., 8x9, 27,600 pcs.; 43x29, 2½ lb., 9,600 pcs. PA#442-400-901-354-3205. Limited worldwide (901). Quotation deadline June 8. Te Kinh Anh, Ets. Yong Kong, 187 Vithei Preah Bat Sisowath, Phnom-Penh. Cabled quotations accepted.

■ Jute bags, heavy cees, 40/28 hemmed, 2¼ lb. 8/9 plain, 77 bales of 30,800 bags; same, 43/29, 2½ lb. green striped, 17 bales of 6,800. PA#442-400-901-354-3205. Limited worldwide (901). Quotation deadline June 3. Tran Hong, (Ets. Tai Chhoan), No. 37 Vithei Oknha, Phnom-Penh, C&F.

■ Jute bags, heavy cees, 40x28 hemmed, 8x9, 2¼ lbs., plain, 28,000 pcs; Hessian cloth 50 10 ounce, 40 inch, IIx12, 21 bales, 1,000 yds. to bale. PA#442-400-901-354-3205. Limited worldwide (901). Chau Khong, Ets. Chau Tieu Hong), No. 59 Vithei Hassakan, Phnom-Penh, S&F. Cable: EXPORKHO, Phnom-Penh.

■ Jute bags, heavy cees, 40x28″, 38,400 bags, 96 bales, hemmed 8x9, 2¼ lb. plain. PA #277-700-901-356-3227. Limited worldwide (901). Quotation deadline June 6. Kuoch Seng (Ets. Hoa Hong), No. 35 Vithei Hassakan, Phnom-Penh, C&F. Cable quotations accepted.

■ Jute bags, HC 40x28 and 43x29, 28,000 and 9,600. Specification C.R.S.I. structural grade, or equal. PA#277-700-901-356-3227. Limited worldwide (901). Quotation deadline June 6. Choi-Ni-Yan, (Ets. Sang-Seng-My), No. 122 Vithei Oknha Ouk Loun, Phnom-Penh, Cable quotations accepted.

■ Jute bags, heavy cees, 40/28 hemmed 2¼ lb., plain 8/9, 70 bales, 28,000; 43/29, 2½ lbs., 8/9 green striped, 24 bales, 9,600. PA#277-700-901-356-3227. Limited worldwide (901). Quotation deadline June 6. Moha Prophop Co., Ltd., No. 126 Vithei Oknha, Phnom-Penh, C&F. Cable quotations accepted.

ECUADOR—Plastic coated cloth; correspondence preferred in Spanish. A. y R. Saman (importer), Calle 10 de Agosto No. 401, P.O. Box 4502, Guayaquil. WTD 3/28/63.

FRANCE—Imitation leather goods and cases. Requests replies in French. Comptoir General de la Bimbloterie (wholesaler), 4/6 rue des Haudriettes, Paris 3e.

ITALY—Ribbon made with plastic covered rayon or glass fiber core, for venetian blinds; correspondence preferred in Italian. Mario Braccio, Via Verdi 2, Nerviano (Milan).

SCOTLAND—Plain and printed nylon suitable for waterproof hooded jackets (anaraks). Delcoats, Ltd., (manufacturer), 54 Union St., Glasgow, C.1. WTD 5/8/63.

SINGAPORE—Cottons, rayons, synthetic acetate and mixed fabrics of all kind, seconds in beige finished, first quality, packed in short length pieces, folded flat. Mr. Balwant Singh, Gian Singh & Co., Ltd., (importer, wholesaler, retailer, exporter), 30-1 Raffles Pl., Singapore 1. WTD. 2/28/63.

SWEDEN—Monofilament fishing lines, 100 m. and 150 m. spools, diameters 0.30, 0.35, 0.40, 0.45 and 0.65 mm. Direct purchase and agency. AB Clipper-uerken, (manufacturer, wholesaler, agent), Hedasgatan 14, Goteborg.

230 Apparel

GERMANY—Men's and boys' clothing; women's and girls' clothing; work clothing and work trousers; men's haberdashery, such as shirts, shawls, neckties; women's and children's underwear, baby articles; aprons, foundation garments; requests replies in German. Desires CIF cost and freight quotations. Katag AG. (purchasing organization and wholesaler), 6 31 31, 4 Stresemannstrasse, 48 Bielefeld. WTD 4/11/63.

GIBRALTAR—Men's wash and wear suits. Direct purchase and agency. C. Caruana, Ltd., (importer, retailer), 181 Main St., Gibraltar.

ITALY—Baby articles: pants, non-washable articles. Direct purchase and agency. Flli Chiara, (wholesaler, retailer, agent, importer), Piazza S. Placido 8, Catania.

SINGAPORE—Ready-made men, women, and children's clothing, first quality. Mr. Balwant Singh, Gian Singh & Co., Ltd., (importer, wholesaler, retailer, exporter), 30-1 Raffles Pl., Singapore 1. WTD 2/28/63.

231 Men's, Youths', Boys' Suits, Coats

CYPRUS—Men's wash and wear suits. Direct purchase and agency. Andreas Th. Loizou (importer, wholesaler), P.O. Box 553, Nicosia. WTD 7/16/62.

GERMANY—Men's outer garments, such as suits, coats, jackets. Requests replies in German from manufacturers only. Direct purchase and agency. Gethmann Nachf. GmbH. (wholesaler), 13 Siegstrasse, 5900 Siegen/W. WTD 4/9/63.

232 Men's, Youths', Boys' Furnishings, Work Clothing

GERMANY—Work clothing. Direct purchase and agency; requests replies in German. August Drucks Textilgrosshandlung (wholesaler), 56-58 Rudolfstrasse, 5100 Aachen. WTD 4/9/63.

Men's underwear. Requests replies from manufacturers only in German. Direct purchase and agency. Gethmann Nachf. GmbH. (wholesaler), 13 Siegstrasse, 5900 Siegen/W. WTD 4/9/63.

Men's underwear. Requests replies in German. Direct purchase and agency. August Drucks Textilgrosshandlung (wholesaler), 56-58 Rudolfstrasse, 5100 Aachen. WTD 4/9/63.

233 Women's, Misses', Juniors' Outerwear

ENGLAND—Textiles, dress fabrics. Direct purchase and agency. The Cunart Co., Ltd. (broker) 231 Oxford St., or 12 Oxford Circus Ave., London W.1.

GERMANY—Skirts and blouses. Requests replies in German, from manufacturers only. Direct purchase and agency. Gethmann Nachf. GmbH. (wholesaler), 13 Siegstrasse, 5900 Siegen/W. WTD 4/9/63.

234 Women's, Misses', Children's, Infants' Undergarments

FRANCE—Women's underwear, knitted goods, small wares. Requests replies in French. Comptoir General de la Bimbloterie (wholesaler), 4/6 rue des Haudriettes, Paris 3e.

GERMANY—Ladies' and children's underwear. Also night lingerie. Requests replies from manufacturers only in German. Direct purchase and agency. Gethmann Nachf. GmbH. (wholesaler), 13 Siegstrasse, 5900 Siegen/W. WTD 4/9/63.

Ladies' and children's underwear. Requests replies in German. Direct purchase

and agency. August Drucks Textilgrosshandlung (wholesaler) 56-58 Rudolfstrasse, 5100 Aachen. WTD 4/9/63.

235 Hats, Caps, Millinery

FRANCE—Gloves, leather and cotton; caps; correspondence preferred in French. Chaskiel Grajek, (manufacturer), 70 rue Vieille du Temple, Paris 3.

239 Fabricated Textile Products

FRANCE—Printed and plain colored cotton and artificial fiber fabrics, curtain materials, tablecloths, sheets, and similar items. Direct purchase and agency. Comptoir des Tissages d'Alsace, (importing wholesaler), 16, Rue Jacques Preiss, Colmar, Haut-Rhin. WTD 3/28/63.

GERMANY—Bed sheets; curtains and draperies. Requests replies in German. Direct purchase and agency. August Drucks Textilgrosshandlung (wholesaler) 56-58 Rudolfstrasse, 5100 Aachen. WTD 4/9/63.

242 Sawmills, Planing Mills

FRANCE—Lumber: cedar, hemlock, redwood, spruce. Societe J. Eyquen & Cie, (manufacturer, importer), 70 Quai Deschamps, Bordeaux-Bastide, Gironde. WTD 6/6/62.

PHILIPPINES—Complete sawmill. National Development Lumber Co., Inc., (NADELCO) (producer, lumber), 326 Republic Supermarket Bldg., Rizal Ave., Manila.

243 Millwork, Veneer, Plywood, Prefabricated Structural Wood Products

FRANCE—Wood panels; boards; prefinished hardwood paneling in various types; and related lines for home decoration. Direct purchase and agency. Societe J. Eyquen & Cie, (manufacturer, dealer), 70 Quai Deschamps, Bordeaux-Bastide, Gironde. WTD 6/6/62.

PHILIPPINES—Complete veneer/plywood plant. Donqallo's Enterprises, Inc., (producer), 310 Samanillo Bldg., Escolta, Manila. WTD 3/5/63.

249 Wood Products

FRANCE—Frames. Requests replies in French. Comptoir General de la Bimbloterie (wholesaler), 4/6 rue des Haudriettes, Paris 3e.

251 Household Furniture

CYPRUS—Kitchen cabinets, chairs, sinks, all metal; kitchen sinks. Direct purchase and agency. Andreas Th. Loizou (importer, wholesaler), P.O. Box 553, Nicosia. WTD 7/16/62.

FRANCE—Plastic furniture; plastic sanitary, hardware and household articles. Direct purchase and agency; requests replies in French. J. Clerembaux (importer, wholesaler), 26 rue Louis Postel, Rennes (Ille & Vilaine).

ITALY—Baby articles: play pens, nursery chairs and seats, baby baths and dressing tables. Direct purchase and agency. Flli Chiara, (wholesaler, retailer, agent, importer), Piazza S. Placido 8, Catania.

SWEDEN — Bathroom cabinets; small kitchen cabinets (for spices, sugar). C. A. Manden AB, (wholesaler), Stampgatan 40, Goteborg C.

252 Office Furniture

ITALY—Engineering office furnishings. Eliotecnica Gervasi (retailer, exporter), Viale Regina Margherita 7, Trapani.

260 Paper

ITALY—Special papers, including tracing paper, profile paper, white and colored drawing paper, paper for heliographic and printed reproductions and screens for coated paper. Eliotecnica Gervasi (retailer, exporter), Viale Regina Margherita 7, Trapani.

SINGAPORE—Fiber suitcases and fiber board for making suitcases; middle to lowest quality. Mr. J. N. Isaac, N. S. Isaac & Sons, (importer, wholesaler, exporter, agent), P.O. box 706, 18 Winchester House, Collyer Quay, Singapore 1. WTD 3/7/63.

VENEZUELA—Board and fiberboard for industrial uses. Direct purchase and agency. Empresa Diamante, (sales agent), Edificio Caripe, Piedras a Barcenas, (Apartado 2545), Caracas. WTD 2/28/63.

261 Pulp

TAIWAN—Pulp; requests replies from manufacturers only. Bee & Liang Co. (importer, exporter), P.O. Box 1396, Taipei. WTD 2/12/63.

262 Paper Mill Products

■ **CONGO, REPUBLIC OF**—Pure brown N. G. natural Kraft paper, plain or striped, roll dia. 24", 3" cores, 30 lbs. basis weight, 14K36/500, various widths, 55 short tons; same but in 40 lbs. basis weight, 24x36/500, in various widths, 25 s.t. PA#660-000-355-3203. U.S. source. Quotation deadline June 15. Sacongo, B.P. 662, Leopoldville.★

CYPRUS—Paper, cellulose transparent. Direct purchase and agency. C.V. Philippou & Co. (importer, wholesaler), 8 Richard St., Nicosia. WTD 11/16/61.

FRANCE—Engineering supplies: oscillographic recording paper; transparent adhesive appliques, blue print paper, and related lines. Direct purchase and agency. Universal Graphic, (wholesaler, selling agent), 47 Rue de la Concorde, Toulouse, Haute-Garonne. WTD 5/11/62.

NEPAL—Cigarette paper, 3,000 bobbins per year, 27 mm. by 6,000 m.; quotations FOB Calcutta. The Nepal Cigarette Factory, Ltd., (manufacturer), Birgunj.

PAKISTAN—Paper, cellophane, and boxboard. Neoseema Chemicals (manufacturer), 11 Masson Rd., Lahore. WTD 4/30/63.

■ **TURKEY**—Multiwall, unbleached, unglazed sack kraft paper, manufactured according to U.S. Government specifications UUS48C, approximately 315 mts., various diameters and widths. Quota C&F Izmir, as well as C.I.F. PA#277-591-901-356-3225. Quotation deadline June 10. Eskisehir Cimento Fabrikasi T.A.S., Koprubasi Kanatlihan kat 2, Eskisehir. Cable: CIMENTO, Eskisehir. S/A No. 1503/43216.★

263 Paperboard Mills

● **IRAN**—Duplex board, white patent coated, in quality to correspond with sample and specification. 480 bobbins, 270 to 300 grs/sq.m., .014" thick, 96-97 mm. wide, 600 mm. O.D. 120 mm. core diameter. Bid No. 99, deadline for sealed bids June 12. Iranian Tobacco Monopoly, Tehran.★ (WO 7-3003).

264 Converted Paper, Paperboard Products

AUSTRALIA—All types of labels for industrial use. Direct purchase and agency. C. E. Ryan, (industrial engraver, manufacturer), 51 La Boheme Ave., Caringbah, New South Wales. WTD 3/6/63.

● **CONGO**—Index cards. 2,850 units of 100 cards each in quality and sizes in accordance with specifications. Deadline for sealed bids July 2. Ministere des Finances, 4eme Direction-3eme Section, Magasins Generaux d'Approvisionnements, B.P. 3045, Leopoldville/Kalina.★ (WO 7-3003).

FRANCE—Polyethylene, cellophane and acetate bags; wrapping paper and paper bags; correspondence preferred in French. Direct purchase and agency. Ets. Houix Pottier, (importer, distributor), 10 Quai de l'Ile-Gloriette, Nantes (L.A.). WTD 4/5/63.

GERMANY—Stationery; requests replies in German from manufacturers only. Direct purchase and agency. Gethmann Nachf. GmbH. (wholesaler), 13 Siegstrasse, 5900 Siegen/W. WTD 4/9/63.

HONG KONG—Transfer paper for enamelware, gold liquids; allied raw materials; requests replies from manufacturers only. I-Feng Enamelling Co. (H.K.), Ltd. (enamelware manufacturer), 1-A Chungking Mansions, 3rd Floor, Kowloon. WTD 2/28/62.

ITALY—Printing paper, machine-coated or off-coated paper; high quality paper board; high quality wrapping paper; packaging paper (bleached or unbleached kraft paper). Direct purchase and exclusive agency. Alberto Del Buono, import and sales manager, Eurocarta, S.p.A. (importer, exporter), 7 Corso Rinascimento, Rome.

NEW ZEALAND—Letterhead paper with Christmas motives. Direct purchase and agency. J. M. Kennedy & Co., Ltd. (importer, wholesaler, retailer, manufacturer), P.O. Box 401, Auckland, New Zealand. WTDR 3/11/63.

● **VIET-NAM**—Teletype paper: 4,200 rolls in accordance with specifications. Bid No. 0860-24043, deadline for sealed bids June 5. Cable bids accepted if the formal bid is airmailed at the same time. Not subject to AID regulations. Central Purchasing Authority, P. O. Box H-5. Saigon. Cable: Maidich Saigon.★ (Telephone WOrth 7-3003)

265 Paperboard Containers, Boxes

ENGLAND—White or printed paper caps for staff in restaurants and cafes. Banquets-Specialty Equipment. Ltd. (importer), Banquets House, 3 Ship St., Oxford. WTD 5/6/63.

SWEDEN—Paper cups; requests replies from manufacturers only; direct purchase and exclusive agency. B. Tielman, (manufacturer, wholesaler), Box 150, Linkoping.

266 Building Paper, Building Board Mills

AFGHANISTAN — Tar paper assorted sizes; requests quoted FOB or CIF Khorramshahr, Iran and Karachi, Pakistan prices, and pricelists, catalogs, and samples. Direct purchase and agency. Professional Overseas Trading Co., Ltd., (importer, wholesaler), S. Habib bldg., 2nd fl., room No. 1, Municipality St., Kabul. WTD 6/25/62.

273 Books

SINGAPORE — Educational, general, technical, medical, and paperback books; requests specimen copies by airmail; shipping marks: FPL inclosed in four-cornered diamond. Mr. D. Rosenberg, Federal Publications, Ltd., (importer, wholesaler, agent, exporter), Times House, River Valley Rd., Singapore 9. WTD 3/7/63.

SARAWAK—Textbooks and technical publications in the fields of physics, chemistry, biology and other sciences; also mathematics, suitable for high school level; requests CIF Kuching or Singapore price

quotations, literature. Mr. Sim Kheng Lung, Rex Bookstore, (importer, retailer, wholesaler), 28 Khoo Hun Yeang St., Kuching. WTD 3/7/63.

275 Commercial Printing Products

FRANCE — Stationery products, school supplies, illustrated post-cards, paper caps for carnival. Requests replies in French. Comptoir General de la Bimbloterie (wholesaler), 4/6 rue des Haudriettes, Paris 3e.

Printed bottle labels. Requests replies in French. Ets. Cuvelier (printer), 22 rue des Lombards, Paris 4e.

277 Greeting Card Manufacturing

FRANCE—Christmas cards. Direct purchase and agency. Editions du Roi Rene, Imagerie Jacques Petit, (printer), 1, rue Dupetit-Thouars, Angers, Maine & Loire. WTD 4/5/63.

278 Bookbinding

SOUTH AFRICA—Religious books. The Catholic Bookshop, (importing distributor), 7 Hope St., Cape Town.

280 Chemicals

NORWAY — Oxine (8-hydroxyquinoline). Direct purchase and agency. Tollef Bredal A/S, (importing wholesaler, Manufacturers' agent), 8 Wesselsgate, Oslo. WTD 1/24/63.

PHILIPPINES—Caustic soda; sulphur; phosphate rock; bauxite; soda ash; vinyl acetate monomer; styrene monomer; methyl ethyl ketone; toluene; maleic anhydride; phthalic anhydride; methanol. Resins, Inc., (manufacturer), 608 Tanduay St., Manila. WTD 8/25/62.

SPAIN—Nickel anodes and cathodes, electrolytic salts, nickel carbonate, nickel chloride, chromatic acid, potassium cyanide, sodic cyanide, phosphoric acid and related chemical products. Comercial Lotos, S.A., (importer, wholesaler), Hermanoc Becquer 4, Madrid.

Microspheres for light reflecting paints with refraction index higher than 1.92. Reflesivos Vasan, (manufacturer, wholesaler), San Antonio de Padua 54, Madrid 19. WTD 11/28/61.

Insecticides, herbicides, fungicides, enzymes or hormones for farmers for plant growth; correspondence preferred in Spanish. Exclusive direct purchase and agency for Spain. Derivados del Etilo, S.L. (manufacturer), C. de la Verneda 180 y Guipuzcoa 153, Barcelona.

281 Industrial Chemicals

BRAZIL—Ammonium bicarbonate; sodium bicarbonate; caustic soda, flake. Dias Martins S.A. Mercantil e Industrial (importer, wholesaler), Caixa Postal 2646, Sao Paulo. WTD 2/27/63.

BRAZIL—Ammonium bicarbonate; sodium bicarbonate; copper sulphate. Zamprogna S.A. Importacao Comercio e Industria (importer, wholesaler), Caixa Postal 8301, Sao Paulo.

CYPRUS—Glass tinting material, controlling fade, heat and glare. Direct purchase and agency. Cyprus Venetian Blind Co. (importer, retailer, manufacturer), 42 Pericles St., Nicosia. WTD 11/27/62.

ECUADOR—Acrylic house paint; automobile paints, lacquers, and synthetic paints. Bernardo Vasconez S. (manufacturer), 9 de Octubre 1911, P.O. Box 1270, Guayaquil. WTD 4/29/63.

HONG KONG—Chemicals for enameling industry, all kinds of color oxides; requests replies from manufacturers only. I-Feng Enameling Co. (H.K.) Ltd. (manufacturer), 1-A Chungking Mansions, 3rd Floor, 40 Nathan Rd., Kowloon. WTD 2/28/62.

■ **INDIA**—Chemicals and rubber antioxidants—Ajone, DDX and DD, 136,000 lbs; Thermoflex, 11,000 lbs.; Ajone EE, 14,500 lbs.; Wingstay S, 125 lbs; Neozone D, 250 lbs; stabilite, 2,750 lbs; Agerite Resin D, 650 lbs; UOP 88 and 288, 3,520 lbs; Antioxidant 4010 NA, 5,000 lbs. Antizonant tire paint, 150 lbs. Quotations may be submitted to the Firestone Tire and Rubber Company, Akron 17, Ohio, Cable Address: FIRESTONE. Loan No. 217. U.S. source. Bid deadline June 6. The Firestone Tyre & Rubber Company of India, Ltd., Bombay. IL#588415/61.

● **IRAN**—Calcium carbide, 50/80 mm. 7500 kilos, 80%, packed in 100-kilo corrugated drums. C & F, ex insurance, Khorramshahr. Tender no. DIN 53922, bid deadline June 11. Bid to be in two separate envelopes, one (letter A) containing specifications but no prices: the other (letter B) containing prices in U.S. dollars per 1000 kilos, and terms. Both to be in a containing envelope bearing the words "Bid on 7500 kgs. Calcium Carbide." A sample of the material is to be forwarded to Edareh Basrassi Mali Artech Ave., Sevom Esfand, Teheran; the bid to Edareh Taslihate Artech, DT/Section, Ave. Jale, Teheran. (Armament Department of the Imperial Iranian Army).★ (Telephone: WO 7-3465).

● Ammonium nitrate, 170 tons; bid deadline June 15. Edareh Taslihate Artech, DT/Section, (Armament Department of the Imperial Iranian Army), Avenue Jale, Teheran.★ (Telephone: WO 7-2008).

● Sodium nitrate, 720,000 kgs.; bid deadline July 9, Edareh Taslihate Artech DT/Section, (Armament Department of the Imperial Iranian Army), Avenue Jale, Teheran.★ (Telephone: WO 7-2008.)

ITALY—Titanium oxide, Prussian blue. Direct purchase and agency. Mattai Del Moro, (importer), Piazzale Nigra 1, Milan.

Auxiliary chemicals for paint, printing ink, plastic, paper and chemical industries. Direct purchase and agency. Comiel-Prodotti Chimici Industriali (agent), Via Bessarione 1, Milan. WTD 2/6/63.

MEXICO—Bicarbonate; to distribute in states of Coahuila, Durango and Chihuahua. Casa Buchenau, S. A. (grocery store), Zarogoza No. 450 Sur, Torreón, Coahuila. WTD 5/2/63.

NORWAY—Fungicides for paint and paper industries. Direct purchase and agency. Tollef Bredal (importing wholesaler and manufacturer's agent), 8 Wesselsgate, Oslo. WTDR 1/24/63.

Coatings for paper industry. Gustaf Aspelin (importing wholesaler, distributor), Ostre Akervei, Oslo.

PAKISTAN—Chemicals: stearic acid, caustic soda, caustic potash, pigments. Neoseema Chemicals (manufacturer), 11 Masson Rd., Lahore. WTD 4/30/63.

Chemicals: tannery. The Leather and Allied Industries, Ltd. (manufacturer), G.T. Rd., Wazirabad. WTD 3/22/63.

■ Various color indexes, colors, quantities and packing of dyes, agents, etc. Loan No. 391-H-056. U.S. source. Bid deadline June 6. Javed Bros., No. 1 New Memon Masjid, 1st Floor, Newnaham Rd., Karachi 2. Cable quotations accepted. S/A No. 245045.★

■ Sodium Sulfoxylate Formaldehyde, technical, 25 tons; Sodium bicarbonate, 25 tons; Caustic soda and flakes, 100 tons; soda ash tech. 25 tons; borax tech., 50 tons; Tartaric Acid, 25 tons; Citric Acid, 25 tons; Urea Tech., 50 tons. C&F Karachi. Loan No. 391-H-056. U.S. source. Bid deadline June 6. Abdul Rehman Abdul Gani, Habib Chambers, Jodia Bazar, Karachi 2. Cable: BEOPARI, Karachi. S/A No. 244162.

■ Phenolic moulding powder, shock resistant and ordinary quality, brown, $6,090; Calcium carbide, $840; and iron perchloride, $420. Loan No. 391-H-056. U.S. source. Bid deadline June 8. S. Muhammad Din & Sons Ltd., Shahdara Mills, Lahore. Cable: NEFANS, Lahore. S/A No. 232329.★

■ Dyestuffs, Pyrazol, red, U.S. Solar green, yellow, and direct Blue 86, large quantities. C&F Chittagong. Loan No. 391-H-056. U.S. source. Bid deadline June 5. Karnaphuli Paper Mills, Ltd., Chandraghona Post, via Chittagong. S/A Nos. 183466 and 183467.★

■ Caustic soda, solid or flakes; soda ash; borax; boric acid powder; Rangolet C; Ammonium Bi Carbonate; Sodium Bi Sulphite; Magnesium Chloride; Sodium Bi Chromate; Phosphoric acid; tin chloride; Potassium Bi Chromate; Sodium Thairophospharas acid. In small or large quantities from 1 to 100 tons. Loan No. 391-H-056. U.S. source. Bid deadline June 6. Gani & Tayub Ltd., 574/1 Rampart Row, Post Box 4308, Karachi 2. Cable: KHUSNUMA, Karachi. S/A No. 332950.

■ Long list of various acids, and coal tar dyes. Loan No. 391-H-056. U.S. source. Bid deadline June 6. Sharif & Co., Suleman St., Weaver's Lane, Karachi 2. S/A No. 331357.★

■ Naphtol, Trivamine, Anthrasol, coal tar dyes, and optical bleaching agents. 74 items. Loan No. 391-H-056. U.S. source. Bid deadline June 7. M/s. Mohd. Ismail Dinmohd. & Co., 46 B New Cloth Market, Karachi 2. S/A 334476.★

■ Titanium dioxide standard, 40 tons; zinc oxide, 60 tons; yellow chrome, 4 tons; lemon chrome, 4 tons; aluminium paste, 10 tons; red lead, non-setting, 10 tons; Prussian blue; caustic soda; napthanates; carbon black. Loan 391-H-056. U.S. source. Bid deadline June 7. Taufig & Co., 39 Marriot Rd., Karachi. Cable: THYGRACE. IL#335628.

■ Large quantities caustic Soda, solid and flakes, soda ash, sodium bicarbonate. Loan 391-H-056. U.S. source. Bid deadline June 7. Rauf & Co., Ltd., N.P. 11/36, Daryalal St., Jodia Bazar, Karachi. Cable: MOHTRAM, Karachi. IL#335463.

■ Titanium dioxide, 4480 lbs., pale cresylic acid, 33,600 lbs., soap red IV, dry pigment, 560 lbs.; max. solid caustic soda 98/99%. Loan 391-H-056. U.S. source. Bid deadline June 7. Lever Brothers Pakistan, Ltd., Rock Court, Victoria Rd., Karachi. Import license 221789.★

■ Caustic soda and flakes, stannous chloride crystal, sodium alginate, rangolite, oxalic acid, baking soda, borax granular, citric acid, soda ash light, caustic potash, all items or one for full value of license. Loan 391-H-056. U.S. source. Bid deadline June 7. Ilahi Trading Corp., Napier Rd., Near Australasia Bank, Karachi 2. Cable: YARABBI. IL#335691. $12,040.

■ Phosphoric 85%, boric, stearic, citric, 5 amyl acetate, cryslic acids; calcium chloride, caustic soda, potassium chlorate, potassium permanganate and ferrocyanide, sodium alginate, 13, soda ash, titanium dioxide, waxol, P.A., 16, zinc oxide and chloride. Loan 391-H-056. U.S. source. Bid deadline June 6. The East Asiatic Co., Ltd., Adamjee Chambers, McLeod Rd., Karachi. Import license 330940. Dollar value $8,820 and IL#330834, $11,403.

■ Fenanthren; fenaluz; fenamin. Various colors and quantities. Loan 391-H-056. U.S. source. Bid deadline June 6. Mohamed Shariff & Brothers, Rampart Row, Karachi 2. Import license 245595. Quotations C&F Karachi, packed in 28 or 56 lb. drums.★

■ Caustic soda and flakes, soda ash, sodium formaldehyde, alginate, tin chloride. Loan 391-H-056. U.S. source. Bid deadline June 6. M. B. Mukry & Co., Daryalal St., Jodia Bazar, Karachi. Cable: MURKY, Karachi. IL#335515.★

■ Procion, alcian, caladon, napthol. Various colors. Loan 391-H-056. U.S. source. Bid deadline June 6. S. Mohd. Maqsud & Sons, Jodia Bazar, Karachi. Cable: POTASH, Karachi. IL#162276. $18,000.★

Iron perchloride; calcium carbide of granulation 50/80 mm. S. Muhammad Din & Sons, Ltd., (manufacturer), Shahdara Mills, Lahore. WTD 3/13/63.

PHILIPPINES—Urea. Resins, Inc., (manufacturer), 608 Tanduay St., Manila. WTD 8/25/62.

PORTUGAL—Lecithin; requests replies from manufacturers only. Fabrica de Chocolates Regina, Lda. (manufacturer, wholesaler), Rua Sa de Miranda 2, Lisbon 3. WTDR 3/22/63.

TAIWAN—Sevin, 50% wettable powder, 5,000 kgs., 10,000 packages of ½ kilo net each, packed in carton box. CIF Keelung. PA#484-390-000-253-3002. U.S. source. Quotation deadline June 30. Formosa Chemical Co., No. 219 Chang An West Rd., Taipei. Cable: 3341 Taipei.

282 Plastics Materials, Synthetics

FRANCE—Polyethylene, low density. S.A. Brevex (exporter, manufacturer), 29-31 Avenue Denis Semeria, Nice. WTD 5/3/63.

HONG KONG—Polyvinylchloride materials; requests replies from manufacturers only. Freezinhot Bottle Co., Ltd. (vacuum flask manufacturer), 1-A Chungking Mansions, 3rd Floor, 40 Nathan Rd., Kowloon.

Polyester staple fiber; requests replies from manufacturers only. New China Mercantile Co. (import, export), Kayamally Bldg., 3rd Floor, 20 Queen's Rd. Central.

ITALY — Isocyanates, accelerators and catalysers for polyurethane plastics; antistatic agents; special stabilizers and plasticisers; auxiliaries for polyvinyl chloride, polyethylene and rubber industries; additives for paper and paint industries. Direct purchase and agency. Hulls & Capelli, di Milesi & Porrati (agent), Via G. Lazzaroni 4, Milan. WTD 9/24/62.

Floating plastic foam in sheets, cylinders and in other shapes for the manufacture of life buoys and other floating items. Direct purchase and agency. Osculati Emilio—Fourniture Nautiche, (importer), Via Legnano 10, Milano.

NORTHERN IRELAND—Nylon coating for use on wool fabrics or materials to reduce shrinkage. Black & Co. (Newtownards), Ltd., Blaxnit Hosiery Mills (hosiery manufacturer), Thomas St., Newtownards, County Down. WTD 10/3/62.

PAKISTAN—Phenolic moulding powder of soft flow, standard grind, brown color. S. Muhammad Din & Sons, Ltd., (manufacturer), Shahadara Mills, Lahore. WTD 3/13/63.

Cellophane film 300 PT (non-moisture proof) size 20" x 30" 30 grs. per sq. m. S. M. Ishaq and Co. (importing distributor, manufacturer's agent), 9 Wazir Mansion, Nicol Rd., Karachi 2.

P.V.C. insulation and sheath for electric cables. Multi Mechanical Industries (manufacturer), Ganj, P.O. Moghulpura, Lahore. WTDR 2/20/63.

PHILIPPINES—Hexamine. Resins, Inc., (manufacturer), 608 Tanduay St., Manila. WTD 8/25/62.

SPAIN—Artificial fibers, including polyesters and other synthetics. Direct purchase and exclusive agent for Spain on commission basis. Jose Ma. Canadell Cortes, (wholesaler, importer), Perez Galdos 217, Sabadell, Barcelona.

■ **TURKEY**—Paraffin chloride, used as plasticizer, 45 tons; P.V.C. type suspension and emulsion, 215 tons; diisoctyphtalate DIOP, 100 tons. PA#S. 277-390-901-356-3223 and 277-390-901-356-3214. Limited worldwide (901). Bid quotation deadline June 3. Plastel, Plastik ve Kaucuk Sanayii AS Mahmutpasa Kurkcu Han 19-23, Istanbul. Cable: FINOTEX, Istanbul. S/A Nos. 64/79782, 65/79783, 68/79787, 70/79788, 71/79768.

283 Drugs

BELGIUM—Reactive medical products used by doctors for urine and blood analyses. S.A. Bota (importer, exporter, manufacturer, wholesaler), Grand Place 148, Deinze. WTD 5/3/63.

CANADA—Cosmetic specialties, particularly small consumer packaged items such as sold in drug and department stores, chain grocery stores and supermarkets. William Stevenson & Co., (importer, distributor, manufacturers' agent), Suite 918, 60 Front St. W., Toronto 1, Ontario. WTD 4/11/63.

● **CEYLON**—Methoxamine HC1 20mg/cc, lcc ampuls, 20,000 ampuls; Lyophilized Urea and Travert Solution, 1,000 sets; Norandrostenolone (Durabolin) 25 mg/cc, 10,000, lcc ampuls; Multivitamin injection, 10cc, 30,000 vials; Mephenesin lgm/10cc, 4,000 ampuls; Procaine HC1 2%, 50,000, 2cc ampuls. Bids close July 23. Chairman, Tender Board, Ministry of Health, P.O. Box 500, Colombo.★(WO 7-2239).

Sulfamethoxpyridozine 0.5 Gms, 500,000 tablets. Sulfadimethoxine 0.5 Gms., 500,000 tablets; Sulfadiazine 0.5 Gms., 10 million tablets; Phthalylsulfathiazole 0.5 Gms., 2 million tablets; Sulfadimidine 0.5 Gms., 10 milion tablets. Closing date July 16. Chairman, Tender Board, Ministry of Health, P.O. Box 500, Colombo.★ (WO-7-2230)

FRANCE—Dental products and pharmaceuticals, teeth filling products; correspondence preferred in French. Direct purchase and agency. Societe Parisienne des Produits Dentaires, (dealer), 11bis, Blvd. Haussmann, Paris 8.

Dental products and pharmaceuticals, teeth filling products. Direct purchase and agency. Central Dentaire, (manufacturer), 15 Ave. Joyeuse, Joinville-le-Pont (Seine). WTD 2/15/63.

GERMANY—Peeled fungus laricis in jute bags containing between 20 and 25 kgs. Handelskontor G.m.b.H., (importer, botanical drugs), Alter Wall 22, Hamburg 11.

HONG KONG—Anti-hog cholera serum, in packings of 100 cc., and 250 cc. each; hog cholera vaccine: live virus, in packings of three doses and 10 doses each; pasteurella salmonella cholerasuis bacterin, cont. pasteurella suisepticus 50%, salmonella cholerasuis 50%, in packings of 25 cc., 50 cc. and 250 cc. Tai Sang Co., (importer, retailer), 1106 Takshing House. WTD 3/19/63.

ITALY—Pharmaceutical chemicals in bulk. Agrar, Societá Industriale e Commerciale a.r.l. (import and export of pharmaceutical chemicals in bulk), Via Terenzio 21, Rome. WTDR 9/22/60.

Vitamin additives for feedstuffs. Filli Augugliaro & Genna S.p.A. (miller, manufacturer of macaroni products), Via della Salute 4, Trapani.

■ **PAKISTAN**—Neo-B-Plex Super, with 1000, 250, 30 MCG-B-12; Secobarbital Sodium 1½ grain; Vicks cough drops (320 pkt.); Vicks Vap. 9 grm. Loan No. 391-H-056. U.S. Source. Bid deadline May 31. Sh. Karam Elahi Bhandari & Sons, Railway Road, Gujrat. Cable quotations accepted. S/A No. 118942. Under Special AID Conditions.

284 Soap, Detergents, Cleaning Preparations, Perfumes Cosmetics

EL SALVADOR—Cosmetics; requests replies in Spanish. Exclusive distributorship for El Salvador. Almacén "De Luxe," Lucio Chavez h. y Cia. (notions store), 2a Avenida Sur No. 209 or P.O. Box 701, San Salvador. WTD 9/14/62.

FRANCE—Perfumery and beauty products; cleaning products. Requests replies in French. Comptoir General de la Bimbloterie (wholesaler), 4/6 rue des Haudriettes, Paris 3e.

Leather dyes and polishes. Direct purchase and agency. Onfroy, (importer, dealer, manufacturer), 35 rue Lucien Sampaix, Paris 10. WTD 3/22/63.

PAKISTAN—Cosmetic, petroleum jelly, perfumery compound, waxes. Neoseema Chemicals (manufacturer), 11 Masson Rd., Lahore. WTD 4/30/63.

SOUTH AFRICA—Perfumed and/or unperfumed face powder; approx. 220 lbs. assorted popular selling shades per shipment. Ashley Miller, (Pty.), Ltd., (manufacturer), 151 Bree St., Capetown.

285 Paints, Varnishes, Lacquers, Enamels

ECUADOR—Lacquer and lacquer thinners. Requests replies in Spanish. Leo Benigno Ordonez C. (importer), Chimborazo 1145-47, Casilla 5307, Guayaquil. WTD 4/29/63.

FRANCE—Floor coatings, all kinds. Ets. Marcel Miguet, (dealer), 29-31 rue Titon, Paris II. WTD 2/18/63.

ITALY—Plastic wall coverings; plastic and asbestos. Direct purchase and agency. S.I.S.—Societa' Italiana Stauss, s.p.a. (importer, manufacturer), Via Gabetta 2, Voghera (Pavia). WTD 4/9/63.

PERU—Varnish. Adolfo Martinetti y Cia., S.A., (manufacturer, wholesaler), Pasaje Martinetti 104, Casilla 398, Arequipa. WTD 4/26/62.

286 Gum, Wood Chemicals

PHILIPPINES—Wood rosin; gum rosin; tall oil rosin. Resins Inc., (manufacturer), 608 Tanduay St., Manila. WTD 8/25/62.

287 Agricultural Chemicals

JAMAICA—Fertilizers; request replies from manufacturers only. Max T. Wynter Bros., (manufacturers' agent), 68 East St., Kingston.

SWEDEN—Soil conditioners and weed destroyers (golf courses and parks). Direct purchase and agency. W. Weibull AB, (wholesaler, retailer agent), Landskrona.

289 Chemical Products

FRANCE—Essential oils and aromatic raw materials for cattle feeds; for waxes, cleaning products, perfumes, soaps, pharmaceuticals; for confectionery, chocolates and liquors. J. & E. Sozio (manufacturer), Grasse (Alpes Maritimes).

HONG KONG—Chlortetracycline (water soluble) in packings of one lb., and containing 25 gm. of chlortetracyline each; erythromycin thiocynate (water soluble) in packings of one lb. and containing 25 gms. each; oxytetracycline (water soluble) in packings of one lb. and containing 25 gms.

each. Tai Sang Co., (importer, retailer), 1106 Takshing House. WTD 3/19/63.

PERU—Albumin and lithographic inks for printing on tinplate. Adolfo Martinetti y Cia., S.A., (manufacturer, wholesaler), Pasaje Martinetti 104, Casilla 398, Arequipa. WTD 4/26/62.

PHILIPPINES—Tall Oil fatty acid. Resins, Inc., (manufacturer), 608 Tanduay St., Manila. WTD 8/25/62.

291 Petroleum Refining

BRAZIL—Paraffin, refined; tar, not including coal tar. Zamprogna S.A. Importacao Comercio e Industria (importer, wholesaler), Caixa Postal 8301, Sao Paulo.

GERMANY—Mineral oil products; requests replies from manufacturers only in German. Direct purchase and agency. Kraftstoff-u. Oelvertrieb Trier, (wholesaler), Paulinstrasse 100, Trier.

■ **KOREA**—Paraffin wax, semi-refined 140/150 AMP, 100 m.t. C&F Pusan by U.S. flag vessel. PA#489-901-356-3202. Limited worldwide (901). Quotation deadline June 9. Han Sung Industrial Co., Ltd., 1-34 1 Ka Myungdong Choongku, Seoul. Cable: HANINDKIM, Seoul. Ref. FFO-SAI-3-362.

302 Rubber Footwear

FRANCE—Rubber boots; correspondence preferred in French. Ets. Albert Chedin & Fils, (importer, dealer), 2, rue des Cordeliers, Bourges (Cher).

306 Fabricated Rubber Products

AFGHANISTAN—Rubber flooring 3mm., five different color with glue; requests quoted FOB or CIF Khorramshahr, Iran and Karachi, Pakistan prices, and price-lists, catalogs, and samples. Direct purchase and agency. Professional Overseas Trading Co., Ltd., (importer, wholesaler), S. Habib bldg., 2nd fl., room no. 1, Municipality St., Kabul. WTD 6/25/62.

FRANCE—Rubber articles for sanitary or medical uses, also rubber toys. Direct purchase and agency. Requests replies in French. Sanigom (manufacturer, importer, wholesaler), 8 rue Cardinal Mercier, Paris 9e.

307 Plastics Products

FRANCE—Plastic fabrics; plastic toys, all kinds. Direct purchase and agency. Requests replies in French. J. Clerembaux (importer, wholesaler), 26 rue Louis Postel, Rennes (Ille & Vilaine).

Plastic household articles. Direct purchase and agency. Requests replies in French. Jean Briand (wholesaler), 34 bis rue Chateaubriand, Saint-Brieuc (Cotes du Nord).

Plastic plates and other plastic items for household purposes. Direct purchase and agency. Requests replies in French. Baldon Paradis S.A. (wholesaler), 27 rue de Paradis, Paris (10e).

Plastic articles, all kinds. Direct purchase and agency; requests replies in French. Bioplastique — Mr. Giraudon (manufacturer and dealer), 1 rue Verte, Chilly Mazarin (Seine & Oise).

Plastic articles for sanitary or medical uses, also plastic toys. Direct purchase and agency; requests replies in French. Sanigom (manufacturer, importer, wholesaler), 8 rue Cardinal Mercier, Paris 9e.

Plastic heels and lifts. Direct purchase and agency. Onfroy, (importer, dealer, manufacturer), 35 rue Lucien Sampaix, Paris 10. WTD 3/22/63.

Pressure injected plastic articles. Societe AXO, (manufacturer), 8 rue Denis-Poisson, Paris 17.

Garden irrigation and related plastic items: sprinklers, spray-hose, hose reels, joints and couplings. Direct purchase and agency. Maplex, (importer, agent), 5 rue Sedaine, Paris 11. WTD 10/4/62.

SWEDEN—Plastic household kitchenware and utensils; plastic kitchen bin sets. C. A. Manden AB, (wholesaler), Stampgatan 40, Goteborg C.

310 Leather, Leather Products

SINGAPORE—Middle to lowest quality leather for shoes; artificial leather for shoes; shoe accessories. Mr. J. N. Isaac, N. S. Isaac & Sons, (importer, exporter, wholesaler, agent), P.O. box 706, 18 Winchester House, Collyer Quay, Singapore 1. WTD 3/7/63.

Suit cases of all types, wallets, belts, handbags, shoes. Mr. Balwant Singh, Gian Sing & Co., Ltd., (importer, wholesaler, retailer, exporter), 30-1 Raffles Pl., Singapore 1. WTD. 2/28/63.

VENEZUELA—Products for shoe industry. Direct purchase and agency. Empresa Diamante, (sales agent), Edificio Caripe, Piedras a Barcenas (apartado 2545), Caracas, D. F. WTD 2/28/63.

311 Leather Tanning, Finishing

FRANCE—Sheep skins; correspondence preferred in French. Ets. Volta Sports, (manufacturer, importer, exporter), 39 rue Volta, Paris 3. WTD 4/2/63.

313 Boot, Shoe Cut Stock

FRANCE—Metal lifts. Direct purchase and agency. Onfroy, (importer, dealer, manufacturer), 35 rue Lucien Sampaix, Paris 10. WTD 3/22/63.

Shoe findings; correspondence preferred in French. Societe des Lacets Josette, (manufacturer), 10 Ave. Claude Vellefaux, Paris 10.

314 Footwear, Except Rubber

FRANCE—Slippers, also cheap shoes; correspondence preferred in French. Ets. Albert Chedin & Fils, (importer, dealer), 2, rue des Cordeliers, Bourges (Cher).

317 Personal Leather Goods

CYPRUS—Wallets, leather; wallets, except leather; belts, men's leather. Direct purchase and agency. Th. Kythreotis Trading Firm (importer, wholesaler, commission agent), 24 Perdios St., Nicosia. WTD 3/22/63.

319 Leather Goods

FRANCE—Leather goods and cases. Requests replies in French. Comptoir General de la Bimbloterie (wholesaler), 4/6 rue des Haudriettes, Paris 3e.

PHILIPPINES—Leather goods. Servando's Department Store & Nalco Press (importer, retailer, printer), P.O. Box 11, Araneta St., Bacolod City. WTD 3/22/63.

322 Glass, Glassware

ETHIOPIA—Glass beer mugs, glasses, demitasse cups, ash trays, and bowls in clear glass (imitation crystal); plates saucers, coffee cups, mixing bowls in "white line" style of glassware; requests catalogues and price lists. Ethiopian Grand Bazaar (importer), P.O. Box 455, Addis Ababa. WTD 5/1/63.

FRANCE—Smoking articles. Requests replies in French. Comptoir General de la Bimbloterie (wholesaler), 4/6 rue des Haudriettes, Paris 3e.

323 Glass Products

FRANCE—Mirrors. Requests replies in French. Comptoir General de la Bimbloterie (wholesaler), 4/6 rue des Haudriettes, Paris 3e.

326 Pottery

FRANCE—Insulating products. Ets. Marcel Miguet (dealer), 29-31 rue Titon, Paris 11. WTD 2/18/63.

MOROCCO—Hotel kitchen equipment. Henri Remaud (hotel owner, operator), Hotel El Mansour, Avenue de l'Armee Royale, Casablanca. WTD 5/2/63.

PHILIPPINES—Tableware. Servando's Department Store & Nelco Press (importer, retailer, printer), P.O. Box 11, Araneta St., Bacolod City. WTD 3/22/63.

SWEDEN—Ceramic ovenware. C.A. Manden AB, (wholesaler), Stampgatan 40, Goteborg C.

327 Concrete, Gypsum, Plaster Products

PHILIPPINES—Building materials. Direct purchase and agency. Philippine Industrial Engineering Co., Inc., (importing distributor, manufacturer's representative, assembler), 608 Victoria St., Intramuros, P.O. box 973, Manila. WTD 4/4/62.

329 Abrasives Asbestos, Nonmetallic Mineral Products

CEYLON—White asbestos cloth, 98/99% pure, asbestos yarn and asbestos paper; suitable for use as diaphragms in electrolytic cells for manufacture of caustic soda and chlorine; requests replies from manufacturers only. Paranthan Chemicals Corp. (government-sponsored corporation), 110 General's Lake Rd., Colombo 2.

330 Primary Metal Industries

BRAZIL—Chromium, cobalt, molybdenum alloys at 60%; 25 haynes, stillicte 21, (scrap). Baumer Q.B.X. Cia. Brasileira de Equipamentos, (manufacturer, wholesaler), Rua Santo Amaro 275, Caixa Postal 7868. Sao Paulo. WTD 5/17/62.

ENGLAND—Ferrous and nonferrous products for use in industrial lighting and electrical installations. Direct purchase and agency. W. J. Furse & Co., Ltd., (manufacturer, importer, exporter, wholesaler, retailer), Traffic St., Nottingham.

ITALY—Tin plate. D. Renzetti & C. S.a.s. (manufacturer), Via Alfieri 25, Imperia Oneglia.

Stainless steel plates and sheets. Lucco Acciai di Leonardo Lucco (importer, wholesaler, and retailer), Via Cantore 8r, Genoa.

SPAIN—Stainless steel (type 302), 0.9 or one mm. thick, one m. wide, in rolls up to 100 ms. long equivalent to Firth Vickers PST 18/8, finish 2B, (carbon max. 0.08), used chiefly for manufacture of dishwashers, washing machines, kitchen pots, trays; also for utensils made from such steel. Direct purchase and exclusive agency for Spain. Jose Aldeguer Gonzalez, (commission agent), Calvet, 39 (aptdo 85), Barcelona.

331 Steel Mill Products

BRAZIL—Staples for barbed wire. Dias Martins S/A Mercantil e Industrial (importer, wholesaler), Caixa Postal 2646, Sao Paulo. WTD 2/27/63.

Corrugated galvanized sheets. Zamprogna S.A. Importacao Comercio e Industria (importer, wholesaler), Caixa Postal 8301, Sao Paulo.

CYPRUS—Pipes, steel; bars, steel reinforcing. Direct purchase and agency. Andreas Th. Loizou (importer, wholesaler), P.O. Box 553, Nicosia. WTD 7/16/62.

■ **GREECE**—Electrolytic and hot dipped tinplate, 10"x10" and larger, 18"x24" and larger, approximately 350 tons. PA#240-898-221-2201. Limited worldwide (898). Quotation deadline June 17. Yakovos D/ Kondopulos, S.A., 12 K. Mavromihali St., Piraeus. Cable: SIDERIM, Piraeus. If selected offer is from U.S., purchase will be financed by AID under PA cited, or with free dollars.

HONG KONG—Blackplate waste; requests replies from manufacturers only. I-Feng Enamelling Co. (H.K.), Ltd. (manufacturer), 1-A Chungking Mansions, 3rd Floor, 40 Nathan Rd., Kowloon. WTD 2/28/62.

Tinplate waste; requests replies from manufacturers only. Freezinhot Bottle Co., Ltd. (vacuum flasks manufacturers), 1-A Chungking Mansions, 3rd Floor, 40 Nathan Rd., Kowloon.

■ **INDIA**—Siemens Martin process steel forged shafts for mills, various, quantity 45. Loan 217. U.S. source. Bid deadline June 8. Walchandnagar Industries, Ltd., Construction House, Ballard Estate, Bombay 1. Cable: WALSAKHAR, Walchandnagar. IL#A.587457/61/AU-DW/CCI/HQ/RM. Ref. No. 65(273)/62-AID(1). Copy of drawings available for review at Office of Small Business, Room 2124, Barton Hall, Ohio Drive and Independence Ave., SW., Wash., D.C.★

● Mild steel plates, copper bearing, flange quality, various size, 978 metric tons; M.S. black sheets 9000 x 3000 mm—10-12-18-22 SWG, 50 metric tons; GI plain sheets 3 ft x 8 ft—22/24 SWG, 20 m.t.; GI corrugated sheets 3 ft x 6 ft—22/24 SWG, 20 m.t.; 3 ft x 8 ft 22/24 SWG 30 m.t.; 3 ft x 10 ft—22/24 SWG, 70 m.t.; G.I. binding wire (annealed) 14-18-20 SWG 35 m.t. Specifications ASTM-7, British-Standards-15, or Indian Standards-226 grade ASW. Tender No. PB/STL/IMPORT/62-63, closes June 13. Tender documents may be obtained from the Office of the Controller of Purchases and Stores, DVC, Anderson House, Calcutta, at a cost of RS-50 ($10.50) plus airmail charges of Rs-19 ($4). Copy of tender and specifications is available for review only in Room 4222, Iron and Steel Division, Dept. of Commerce, Wash., D.C.

■ Electrical silicon steel sheets, hot rolled dynamo brade I 3.6, suitable for laminations not to be annealed after blanking, having tolerances, material and technical specifications in accordance with DIN 46400, annealed and pinch passed temper to VPN 95/115, packed single paper wrapped in 6720 pound gross maximum metal containers banded on skids 4" maximum, 44,000 lbs. Loan No. 386-H-082. U.S. Source Bid deadline June 5. Jaipur Metals & Electricals, Ltd., Near Railway Station, Jaipur, Rajasthan. Cable: METALS, Jaipur. IL#DL/55/398/03101/0421.

■ Tinplates, prime for the manufacture of textile machinery spare parts, 24Gx35" x25", 17,000 m.t. Loan No. 217. U.S. source. Bid deadline June 11. Textile Machinery Corporation, Ltd., 1 & 3 Brabourne Rd., Calcutta. Cable: TEXMACO, Calcutta. Import License No. BL/55-169/031/381.

■ Unmachined circular discs for making edge trimming shears, 12 pcs.; steel flats for making chopper blades, 22 meters; high speed tool steel flats for making cutting tools, 120 meters; same but different thickness, 200 meters; square bars for making tool bits for end milling, 155 meters; forged and annealed discs, 500 pcs. Various compositions and sizes. Loan No. 386-H-082. Bid deadline June 10. Kalinga Tubes Limited, 33 Chittaranjan Ave., Calcutta 12. IL#DL/55/625/03 2 01/0025. Quantity is provisional and subject to amendment while finalizing the order.★

■ Various quantities of iron and steel, including inner and outer plate, roller material, connecting link spring fastener material, bushing, intermediate and bearing pin material. Loan No. 217. U.S. source. Bid deadline June 7. T. I. Diamond Chain Limited, Ambattur, Near Madras. Cable quotations acceptable. IL#DL/55/838/03 1 01/0079 and DL/55/838/03 1 01/0041.★

● **IRAN**—High speed tool steel, 36mm x 85mm, 25,000 pcs. Bid deadline June 25. The Armaments Department of the Imperial Iranian Army, Edareh Taslihata Artech, DT/Section, Ave., Jaleh, Tehran. (WO 7-2363)★

● **IRAQ**—Cold reduced electrolytic tin plate, 0.75 lb. coating, actual size 20 3/16" x 30⅝" x 30 B.G. (107 lb. basis) ends for 4 imperial gallon cans, 550 long tons; 0.75 lbs. coating, actual size 18⅝" x 28¾" x 30 B.G. (107 lb. basis), sides for 4 imperial gallon cans, 380 long tons. Tender No. 18/63, deadline June 18. Terms and specifications may be obtained from the Government Oil Refineries Admin. Baghdad, against payment of $2.80 per copy. Documents will be sent free of postal charges. Copy available for review only in Room 4222, Iron & Steel Division, Dept. of Commerce, Wash. 25, D.C.

PAKISTAN—Pig iron. Direct purchase and agency. Faizi Industries, Ltd. (manufacturer), G.T. Rd., Gujranwala. WTD 4/10/63.

■ M.S. billets, prime quality per U.S. specification S.A.E. 1020 or 1010, with physical properties 28/30 tensile strength and 20% min. elongation, with work test certificate and each billet stamped heat and cast number, size 2"x2", 18 to 20 feet long, C&F Chittagong, E. Loan 7. U.S. source. Bid deadline June 3. Rahman Metal Industries, 404 Industrial Area, Tejaon, Dacca. Cable: RAHMANMETL, Dacca. S/A No. RM 057426. Amount $135,450.

PERU—Tinplate. Adolfo Martinetti y Cia., S.A., (manufacturer, wholesaler), Pasaje Martinetti 104, Casilla 398, Arequipa. WTD 4/26/62.

SOUTH AFRICA—Stainless steel strips, bars and sheets; requests replies from manufacturers only. W. M. Engineering Agencies, (Pty.), Ltd., (manufacturers' representative), P.O. box 11469, Johannesburg. WTD 5/2/63.

SPAIN—Materials for manufacture of bolts and nuts DIN 601 size 26 x 200 mm., or similar pieces. Tornillerias del Sur, S.A. (manufacturer), Lopez Azme No. 3, Seville. WTD 10/22/62.

● **THAILAND**—Steel rails, 70 lb. without holes, 18 ft. lengths, 43,648 metric tons; 70 lb. rails with holes, 18 ft. lengths, 752 metric tons; Fish plates for 70 lb. rails, 265 metric tons, in accordance with drawing No. 1882-104, either Open Hearth, Bessemer, or Electric process. Tender No. B.E. 2506, bid deadline July 23. Tender and specifications may be obtained from State Railway of Thailand, Bangkok. Copies available for review only in Room 4222, Iron and Steel Division, Dept. of Commerce, Wash., D.C.

332 Iron, Steel Foundries

SWEDEN—Cast iron cooking utensils. C. A. Manden AB, (wholesaler), Stampgatan 40, Goteborg C.

333 Primary Smelting, Refining of Nonferrous Metals

FRANCE—Lead, in ingots; correspondence preferred in French. Leon Mager, (manufacturer, importer), 52/54 rue de la Roquette, Paris XI.

● **IRAN**—Zinic sheets 9000, 1000 x 1000 x 99.99% minimum purity, bid deadline July 14; antimony ingot 6500 kgs. 99.97% minimum purity without arsenic, bid deadline June 29. Armament Dept., Imperial Iranian Army, Avenue Jaleh, Tehran.★ (Telephone: WOrth 7-2684.)

● **SUDAN**—Lead Ingot 60 metric tons 99.97% minimum purity, to be supplied in ingots weighing 75/80 pounds each. Prices should be quoted per metric ton on both f.o.b. and c.i.f. Port Sudan basis and tenders must be valid for 2 months from the closing date. Invitation CS/2820/480, bid deadline June 11. Office of Controller of Stores, Sudan Railways, Atbara.★ (WO 7-2684)

● **TAIWAN**—Lead Ingot 120 metric tons 99.9% minimum purity (no premium will be paid for purity over the minimum requirement). Invitation No. GF3E13185N, bid deadline June 11. Purchasing Department Central Trust of China, 68 Yen Ping Nan Rd., Taipei.★ (WO 7-2684)

335 Rolling, Drawing, Extruding of Nonferrous Metals

CYPRUS—Conductors, aluminum. Direct purchase and agency. Andreas Th. Loizou (importer, wholesaler), P.O. Box 553, Nicosia. WTD 7/16/62.

● **INDIA**—Supply of Neoprene sheathed cables (app. 24,000 ft.) and AGA connectors (109 sets); Tender No. P/SE3/14163-N/1, bid deadline date June 25. Director General of Supplies and Disposals, N.I. Bldg., Parliament St., New Delhi. Tender documents available from India Supply Mission, (D/ENQ/686), 2536 Massachusetts Ave., NW., Wash., D.C., at $1.30 per copy. (Telephone WO 7-2162)

● **IRAN**—Zinc sheets 9000, 1000 x 100 x 0.2 mm. Bid deadline June 20, Armament Dept., Imperial Iranian Army, Avenue Jaleh, Tehran, Iran.★ (Telephone: WOrth 7-2684.)

● Supply of Electrolytic Copper Cathodes 440 short tons. Tender no. DIN 1708, bid deadline June 23. Armament Dept., Imperial Iranian Army, Edareh Taslihate Artech, Teheran.★ (Telephone: WOrth 7-2162.)

PAKISTAN—Super synthetic medium insulated enamelled copper wires from 23 swg. to 36 swg. S. Muhammad Din & Sons, Ltd., (manufacturer), Shahadara Mills, Lahore. WTD 3/13/63.

Aluminum cigarette foil, plain silver one side, other side dull, hard temper with 20 grs. m2 bleached tissue paper gum steamed to the dull side with 2 gum lines 15mm from edge of foil, wound on reels with paper inside. 63 and 68mm wide. 20,000 long tons; 2S half hard bright finish aluminum flat sheets, various gauges and sizes, total 48 long tons. Loan No. 391 H-056. U.S. Source. Bid deadline June 10. M.E. Dababhoy & Sons, Jehangir Kothari Bldg., Bunder Rd., Near Denso Hall, Karachi. Cable: AYDASANM Karachi. S/A No. 330603.★

■ **UNITED ARAB REPUBLIC**—Aluminum slabs, 100x350x530 millimeter, 99.5% pure homogenized and scalped, 500 tons; same quantity of 100x350x1030mm. Bid deadline May 31. Readvertised by MISR Foreign Trade, 7 Talaat Harb St., Cairo. Loan No. 27. U.S. Source.

339 Primary Metal Industries

FRANCE—Powdered metals. Baudier & Fils, (manufacturer, exporter, importer), Senecourt, par Liancourt, Oise. WTD 1/62.

■ **GREECE**—Galvanized steel anchor shackles, including steel pin and brass cotter pin, 54,000 pieces. PA#240-700-898-221-2202. Limited worldwide (898). Bid deadline June 12. Public Power Corp., 30 Chalkokondyli St., Athens. Ref. 197. Specifications and conditions may be obtained from Greek Foreign Trade Admin., 2211 Massachusetts Ave., N.W., Wash. 8, D.C. If

selected offer is from U.S., purchase will be financed by AID or with free dollars.

342 Cutlery, Hand Tools, General Hardware

AUSTRALIA—Door stoppers, cast iron or other solid materials. Viscount Developments. Pty., Ltd., (importer), 112-114 Cascade St., Paddington, Sydney, N.S.W.

Manicure implements. Direct purchase and agency. Overseas Optical Products, Pty., Ltd., (importing distributor, manufacturers' agent, manufacturer), 41-43 Weston St., Brunswick, Melbourne, Victoria. WTDR 1/17/63.

BRAZIL—Files. Dias Martins S.A. Mercantil e Industrial (importer, wholesaler), Caixa Postal 2646, Sao Paulo. WTD 2/27/63.

Barbed wire. Zamprogna S.A. Importacao Comercio e Industria (importer, distributor), Caixa Postal 8301, Sao Paulo.

CANADA — Household and agriculture hardware. Federated Co-operatives, Ltd., (wholesaler, manufacturer, importer) 211 Ave. D. N., Saskatoon, Saskatchewan. WTD 5/7/63.

CYPRUS—Cutlery, kitchen and table. Direct purchase and agency. Th. Kythreotis Trading Firm (importer, wholesaler, commission agent), 24 Perdios St., Nicosia. WTD 3/22/63.

EL SALVADOR—Razor blades; requests replies in Spanish. Exclusive distributorship for El Salvador. Almacén "De Luxe," Lucio Chavez h. y Cia. (notions store), 2a Avenida Sur No. 209 or P.O. Box 701, San Salvador. WTD 9/14/62.

ENGLAND—Components for manicure sets. Direct purchase and agency. John M. Anderson, Ltd. (sales agent), 28 Worship St., London E.C.2. WTDR 10/29/62.

FRANCE—Housewares, hardwares, and gardening articles. Requests replies in French. Comptoir General de la Bimboterie (wholesaler), 4/6 rue des Haudriettes, Paris 3e.

Gardening tools and various related articles. Direct purchase and agency; requests replies in French. Jean Briand (wholesaler), 34 bis rue Chateaubriand, Saint-Brieuc (Cotes du Nord).

Small accessories for yachts and boats. Societe Mazura-Herson Bel, (manufacturer, importer, agent), 67bis Quai Branly, Paris 8.

Garden tools, hedge clippers and related items. Direct purchase and agency. Maplex (importer, agent), 5 rue Sedaine, Paris 11. WTD 10/4/62.

New types of marine equipment; correspondence preferred in French. Direct purchase and agency. Europavia France (importing distributor), 1 rue de Berri, Paris 8e. WTD 10/24/62.

Builder's hardware, housewares, kitchen aids. Direct purchase and agency. Bohly Freres (wholesaler, agent), 72 Avenue des Champs-Elysees, Paris 8.

GERMANY—Household hardware, kitchen aids and gadgets; hand tools; requests replies from manufacturers only in German. Direct purchase and agency. Horst Ritter (importer, wholesaler, sales agent), P.O. Box 27 or 31 Beutenfeldstrasse, 7257 Ditzingen/Wuerttemberg.

MALAYA—Hand tools. Messrs Keow Seong & Co., Ltd. (importer, wholesaler, retailer), 328 Chulia St., Penang. WTDR 5/7/63.

MOZAMBIQUE — Hardware, building materials and tools. Reys, Fernandes & Baptista, Lda. (importers, retailers, wholesalers, and commission merchants), Ave. Dr. Salazar or P.O. Box 5, Quelimane, Mozambique. WTDR 2/13/63.

NETHERLANDS—3,000 to 5,000 4-way rim wrenches, sizes 17 mm. x 19 mm. x 22 mm. x 13/16"; size should be indicated on each part; finish, cadmium, galvanized or aluminum painted; requests literature and FOB New York quotations by return mail. Handelsondernem ng Neo-Matra (importing distributor), 2 Prof. Tulstraat, Amsterdam. WTD 8/23/62.

SPAIN—Complete line of locks for construction, carpentry, cabinet-making. Direct purchase and exclusive agency. Viuda de Jaime Villa (locks and allied hardware), Rambla de Cataluna, 54, Barcelona.

343 Heating Apparatus, Plumbing Fixtures

ECUADOR—Fifty bathroom wash basins, 2 faucets; 50 bathroom wash basins, 1 faucet; 50 water closets, washdown type; 50 water closets, ceiling tank type; accessories and galvanized pipe, and cast iron tubing for supplies listed; requests quotations and illustrated catalogs or illustrated literature. I.C.A.R. Importaciones, Comisiones, Agencies, Representaciones (commission merchant, indent agent), Calle Venezuela 390 y Rocafuerte, P.O. Box 1209, Quito. WTD 6/25/62.

GERMANY—Accessories and armatures for oil firing equipment; correspondence preferred in German. August Beul, Armaturenfabrik u. Metallgiesserei (manufacturer), Postfach 149, 5952 Attendorn/Westf. WTD 2/21/63.

ITALY—Radiators, tinned strips and iron pipe connectors. Mario Tachella (wholesaler), Via G.T. Invrea, 47r, Genova.

Accessories for heating and ventilating installations. Direct purchase and agency. I.G.A.R. srl (installer of air conditioning equipment), Via Monte Amiata 2, Milan. WTD 2/5/63.

MALAYA—Plumbing equipment including fittings. Messrs Keow Seong & Co., Ltd. (importer, wholesaler, retailer), 328 Chulia St., Penang. WTDR 5/7/63.

MOROCCO—Hotel plumbing fixtures. Henri Remaud (hotel owner/operator), Hotel El Mansour, Avenue de l'Armee Royale, Casablanca. WTD 5/2/63.

NEW ZEALAND—Appliances for utilization of natural gas; for example, special isolating and control valves; regulators; boosters, burners as applied to industrial steam boilers, and hot water boilers and air heaters as used in industry and domestic field; packaged gas turbine power generating plants, storage vessels or accumulators; special pointing materials for flanged connections. Direct purchase and agency. A. & G. Price, Ltd. (manufacturing engineers), 23 Quay St., P.O. Box 3126, Auckland.

SINGAPORE—Incinerators; requests steel components and accessories only; brochures and pamphlets for promotion approximately 200 copies each, quotations c.i.f. Singapore. Clyde International, Ltd. (electrical and mechanical engineering consultant and contractor), 403 Shaw House, Orchard Rd., Singapore 9. WTDR 1/4/63.

344 Fabricated Structural Metal Products

ENGLAND—Building materials; aluminum window frames. Direct purchase and agency. Taylor Brothers & Baker, Ltd. (builders' and plumbers', merchants). Manor St., Leeds 7. WTD 10/5/61.

FINLAND—Tubular-steel scaffolds made into element system; requests quotation prices and leaflets; sample drawing available on loan from Trade Opportunities Staff, EDSA-111, Room 4319, Department of Commerce, Washington 25, D.C. (WO 7-4675). Rotator, Tampere-Kauppakatu 3 A. WTD 4/13/62.

FRANCE—Industrial equipment for boiler works; cocks and taps, boilers, pumps, fuel-burners, ventilation shafts; correspondence preferred in French. Direct purchase and agency. Ets. P. Marillier (boiler works), 28, rue Jean Moulin, Amiens (Somme).

ITALY—Aluminum prefabricated building materials. Direct purchase and agency. S.I.S.—Societa' Italiana Sauss, s.p.a. (importer, manufacturer), Via Gabetta 2, Voghera (Pavia). WTD 4/9/63.

NETHERLANDS—Technical specialties for the machine and shipbuilding industry. Requests replies from manufacturers only. Fa. L. van Stek Technische Agenturen (importer, agency), 5 Schielaan, Rotterdam. WTDR. 3/20/63.

■ **PAKISTAN**—Prestolite A225 Acetylene cylinders, 200, filled with porous mass, empty of gas, without valves, complete with caps. Must be suitable for use with British Oxygen Company's 10W valves, supplied by Union Carbide International Company, New York, or similar. Loan No. 391-H-056. U.S. source. Bid deadline June 6. Pakistan Oxygen Ltd., Shalamar Link Rd., Lahore 9.

■ **TURKEY**—AC measuring bench for calibration of wattmeters, to be installed in a laboratory in Ankara. Necessary catalogues and technical manuals in connection with unit should be sent with quotations. PA#277-700-901-356-3227. Limited world-wide (901). Quotation deadline June 10. Etibank General Management, Sihhiye, Ankara.★

345 Screw Machine Products

PHILIPPINES—Aluminum parts for door and window manufacturing, approximately 500 each: aluminum cupped washers, .051" x 14/16" O.D., approx. 800 pcs./kilo; aluminum flat washers, .051" x 1/4" x 11/16" O.D., approx. 1,300 pcs./kilo.; aluminum rivets, 1/4¼ x 3/8" and 1/4" x 1/2"; aluminum barbed nails, 2-½", approx. 378 pcs./kilo.; combination aluminum washer and neoprene washer, 1/2" O.D.; aluminum flat head nails, # 10 x 7/8", approx. 1,520 pcs./kilo; screws, self-tapping stainless steel, type B # 14 x 3/4", aluminum # 10 x 3/4". Jalwindor Manufacturers, Inc. (manufacturer of aluminum doors & windows), Aguila Bldg., 3160 Santa Mesa Blvd., Manila. WTD 3/21/63.

346 Metal Stampings

CEYLON—Tin taggers of 42 gauge or thinner; 120 or 150 long tons per year to be supplied monthly or quarterly. Maliban Biscuit Manufactories, Ltd. (manufacturer), P.O. Box 1210, Colombo. WTD 1/17/62.

ITALY—Household utensils and kitchenware in plastic, metal. Requests catalogs and price lists. Organizzazione Grandi Magazzini Dott. A. Pesce (wholesaler, retailer and importer), Via Etnea 321, Catania.

SWEDEN—Pots and pans; kitchen utensils; cake pans and moulds. C. A. Manden AB (wholesaler), Stampgatan 40, Goteborg C.

348 Fabricated Wire Products

BRAZIL—Barbed wire. Dias Martins S/A Mercantil e Industrial (importer, wholesaler), Caixa Postal 2646, Sao Paulo. WTD 2/27/63.

FRANCE—Wire cloth finger-stalls, steel welded mail; correspondence preferred in French. Roger Leconte (manufacturer, importer, wholesaler), 13 rue Beranger, Paris 3.

349 Fabricated Metal Products

AUSTRALIA—All types of nameplate blanks for industrial use. Direct purchase and agency. C. E. Ryan (industrial engraver, manufacturer), 51 La Boheme Avenue, Caringbah, New South Wales. WTD 3/6/63.

Book-ends. Viscount Developments Pty., Ltd. (importer), 112-114 Cascade St., Paddington, Sydney, N.S.W.

FRANCE—Water-gates, taps and cocks, and polyethylene drain siphons. Société Centrale d'Importation & d'Exportation (importer, dealer), 21 ave. des Champs Elysees, Paris 8e.

GERMANY—Devices used by steam generating and steam consuming industries to complement present line of steam traps, demineralizing and desludging valves for steam boilers, condensate flow control devices, nonreturn valves, particularly devices to increase economic use of steam as heat carrier; copies of leaflet showing firm's products available on loan from Trade Opportunities Staff, BDSA-111, Room 4319, Department of Commerce, Washington 25, D.C. (WO 7-4675). Direct purchase and exclusive sales agent for Germany and ECC countries. Gustav F. Gerdts KG (manufacturer, importing distributor), 130 Hemmstr. or P.O. box 250, Bremen. WTD 1/31/63.

NORWAY — Aluminum foil containers with cardboard lids for baking cakes; to withstand temperatures of 500° F. G. Mollhausen (commercial and wholesale baker), 17 Karl Johansgate, Oslo.

SWEDEN—Irrigation equipment (particularly for golf courses). Direct purchase and agency. W. Weibull AB (wholesaler, retailer, agent), Landskrona.

Needle valves, check valves, pipe couplings pressure guages, oil filters. AB Rolf Lanellus (wholesaler, manufacturer), Limhamnsvagen 9, Malmo.

351 Engines, Turbines

ITALY—Outboard motors from 10 to 200 h.p. Direct purchase and agency. Cav. Scalabrino & Figli M. & G. (wholesaler, agent, importer), Via G.B. Fardella 3, Trapani.

352 Farm Machinery, Equipment

BRAZIL—Hoes for agricultural purposes. Dias Martins S.A. Mercantil e Industrial (importer, wholesaler), Caixa Postal 2646, Sao Paulo. WTD 2/27/63.

■ **INDIA**—Grain trier, 63" long; sieves, grain dockage; testers, weight per bushel; grinder, hand, seed blowers; germinators, pans, aluminum; forceps, 5½" long; magnifiers, 4" dia., scales, torsion balances, triple beams, 27 items. Loan 386-A-13-AB-9-30048. Limited worldwide (901). Bid deadline July 1. Tender B-1115. Specifications and conditions may be obtained from India Supply Mission, 2536 Massachusetts Ave., NW., Wash. 8, D.C.

INDONESIA — Electrically-driven sheep shears; request illustrated pamphlets, brochures, voltage, directions, and FOB; C&F prices per unit. N. V. Ban Gwan (importer, exporter, wholesaler), 26 Gang Besen, Semarang, WTDR 5/8/63.

ITALY—Anti-frost installations, particularly wind machines. Direct purchase and agency. Mediterranean Supply Co., S.p.A. (wholesaler, retailer, importer, manufacturer, minerals exploration and drilling company), Via Pacini, Palazzo INA, Catania.

JAMAICA—Agricultural equipment, especially overhead irrigation machinery; requests replies from manufacturers only. Max T. Wynter Bros. (manufacturers' agent), 68 East St., Kingston.

PHILIPPINES—Road and farm equipment and parts. Direct purchase and agency. Philippine Industrial Engineering Co., Inc. (importing distributor, manufacturer's representative, assembler), 608 Victoria St., Intramuros, P.O. Box 973, Manila. WTD 4/4/62.

SARAWAK—Agricultural implements; tropical and jungle processing machinery (e.g., small portable equipment for processing mace, and to process tapioca into flour); requests catalogues and c.i.f. Singapore or Kuching prices. Mr. Tan Kui Choon, Kuching Chinese General Chamber of Commerce, 63-65 Ewe Hai St., Kuching.

SPAIN—Manual and mechanized equipment for applying insecticides, herbicides, fungicides, enzymes or hormones for plant growth; correspondence preferred in Spanish. Exclusive direct purchase and agency for Spain. Derivados del Etilo, S.L. (manufacturer), C. de la Verneda 180 y Guipuzcoa 153, Barcelona.

SWEDEN—Cultivators, sprayers, fertilizing machinery, compost shredders and mixers, lawnmowers, and lawn sweepers. Direct purchase and agency. W. Weibull AB (wholesaler, retailer, agent), Landskrona.

353 Construction Machinery

FRANCE—Heavy duty trucks, special purpose trucks. Ets. Wileme (manufacturer), 58 rue Noel Pons, Nanterre (Seine).

● **INDIA**—12 rock drills driven by X single cylinder air-cooled, 2-stroke gasoline engine, and spare parts for drills. Tender No. SE-528/REIN/2, bid deadline July 2. The Director Indian Bureau of Mines, Nagpur. Copies of specifications are available from the India Supply Mission, 2536 Massachusetts Ave., NW., Wash. 8, D.C. free of cost.

Heavy type bulldozer for Belpanar fiercely quarry, including tractor with 375 h.p. engine; extras, including crank case guard track roller guards, lighting system with 4 lights; ripper, shank, hydraulic pin puller attachment. Subject to certain general conditions. Loan No. 217. U.S. source. Bid deadline June 8. Tata Iron & Steel Co., Ltd., Jamshedpur. Import License No. A593647/61. Ref. No. 73(1)/61. Ref. No. 73(1)/63-AID(I).

● **IRAQ**—Ten-ton capacity mobile crane, 1; 7-10 ton diesel powered roller, 1; Five-ton capacity mobile crane, 1. Tender No. TAWZEE-18/1963, bid deadline July 7. Republic of Iraq, Ministry of Oil, Administration of Distribution of Oil Products, P.O. Box 302, Baghdad.

ITALY—Oil and water well-drilling equipment, and related accessories. Direct purchase and agency. Mediterranean Supply Co., S.p.A. (wholesaler, retailer, importer, manufacturer), Via Pacini, Palazzo INA, Catania.

Concrete plant equipment, fixed and portable; cement block making macihnes. Siome-Societe Italiana Officine Macchine Edili (manufacturer), Via I Maggio 23/a, Malnate (Varese).

NORWAY—Rollers, vibration type for driveways and sidewalks. Also motor graders. Direct purchase and agency. Ankerlokken Maskin A/S (manufacturers' agent), 5 Stortorvet, Oslo.

PHILIPPINES—Logging tractors. Dongallo's Enterprises, Inc. (producer), 310 Samanillo Bldg., Escolta, Manila. WTDR 3/5/63.

SPAIN—Machinery and equipment for heavy construction. Requests replies in Spanish. Vasco Cantabra S.A. (importer), Barbara de Braganza 7, 2° Izda, Madrid.

TURKEY—Parts for earth moving machinery and equipment, particularly "name" equipment. Ferit Samikoglu (importer, exporter, manufacturer, contractor), Arapcami Alacamescit Sokak No. 9, Galata, Istanbul. WTD 1/18/62.

VENEZUELA—Tractor spare parts. Direct purchase and agency. Empresa Diamante (sales agent), Edificio Caripe, Piedras a Barcenas (Apartado 2545), Caracas. WTDR 2/28/63.

354 Metalworking Machinery

CHILE—Machinery for chromium and nickel plating iron and tin-bronze by process of direct dipping. Jorge C. Montero O. (importer, wholesaler, retailer), 57 Marcoleta, Santiago. WTD 4/29/63.

FRANCE—Machine tools for use in boiler-works. Marcel Lefort & Fils (manufacturer), 61-67 rue Carnot, Rosendael (Nord).

HONDURAS—All machines required to establish factory to manufacture from 300-500 tons annually of copper, electrical plastic insulated wire, in gauges 6, 8, 10, 12, 14, 16 and 18; requests replies in Spanish. Juan Elias Flefil (importer, wholesaler, retailer), Aptdo. Postal 375, Tegucigalpa, D.C. WTD 8/18/61.

INDIA—Equipment for manufacture of brass bayonet caps; multi-stage automatic transfer press, automatic vitrifying machine, riveting machine. The Bengal Electrical Lamp Works, Ltd. (manufacturer of incandescent lamps), 7 Old Court House St., Calcutta 1. WTD 11/12/62.

■ Small metalworking tools, such as, grinding wheel for Landis grinding machine, diamond inpregnated wheels and laps, honing stones, 40 items; long list steel items. Loan No. 217. Bid deadline June 14. Ashok Leyland Ltd. Bank of Mysore Buildings, N.S.C. Bose Road, Madras 1 Ref. No. 65(264)/62-AID(1). Import License No. A.587497/61/AU/DW/CCI/HQ/RM./L.II(E). C&F.★

■ Miscellaneous spare parts for machine tools, in various quantities, such as spares for squeezer rivetter, furnaces, generators, micromatic hydro honers and drill grinders. Inland freight to Bombay, FOB. Prefer suppliers represented in India. One year warranty. Loan 217. U.S. source. Bid deadline June 3. The Premier Automobiles, Ltd., Agra Rd., Kurla North, Bombay 70. IL#AU/GL/MTC/107/DLF-217/962.★

● **IRAN**—Gun Drills, to customer specification; 180 pieces, approximately 48" x ¾" and 48" x 5/16" carbide tipped (specification drawings available); bid deadline July 2. Armament Department of the Imperial Iranian Army, Avenue Jale, Teheran.★ (WOrth 7-2723).

■ **ISRAEL**—Spindle bar automatic lathe, equal to Brown & Sharp, for ⅝" bars with 6 stations revolving turret. 5 cross slides, 8 hp. motor and standard attachments and accessories. Loan No. 28. U.S. source. Bid deadline June 2. Government of Israel Supply Mission, 850 Third Ave., New York 22, N.Y., Attention: Mr. M. Hans. Sub-Authorization No. 183/83. Tenders should refer to this number and be prepared on the basis of FAS U.S. port of exit. Delivery is desired by August, with prices itemized to show both trade and cash discounts. Suppliers may devise own forms for submitting tender, in duplicate, to buyer.

ITALY—Power driven hand tools. Cav. Scalabrino & Figli M. & G. (wholesaler, agent, importer), Via G.B. Fardella 3, Trapani.

NORWAY—Bending brakes, power-operated (hydraulic, mechanical or pneumatic), bending length 1021mm. or 1250

mm. for 2mm. iron sheets. A/S Heimdal Maskinforretning (importing distributor and manufacturer's agent), 1-3 Raadhusgaten, Oslo. WTDR 3/12/63.

Guillotine shears, working length 1020 mm. or 1250mm., to operate on 220-volt, three-phase, 50-cycle current. A/S Heimdal Maskinforretning (importing distributor and manufacturer's agent), 1-3 Raadhusgaten, Oslo. WTDR 3/12/63.

PAKISTAN—Ferrous and non-ferrous metals. Direct purchase and agency. Faizi Industries, Ltd. (manufacturer), G.T. Rd., Gujranwala. WTD 4/10/63.

Machine tools comprising hacksaw blades, twist drills, feeler gauges, gear hobs, involute milling cutters, side and face cutters, tool bits, hard metal tips and tipped tools, cut thread taps. S. Muhammad Din & Sons, Ltd. (manufacturer), Shahadara Mills, Lahore. WTD 3/13/63.

PERU—Dies for cork discs. Adolfo Martinetti y Cia., S.A. (manufacturer, wholesaler), Pasaje Martinetti 104, Casilla 398, Arequipa. WTDR 4/26/62.

PHILIPPINES—Machinery for manufacture of .22 cal. rim-fire ammunition; estimated plant capacity 8-12,000 rounds per 8-hour shift. Philippine Munitions Company (manufacturer), 32 Lizares Ave., Bacolod City, Negros Occidental.

SPAIN—Horseshoe making machinery; other metalworking machinery. Talleres Meleiro (metalworking plant), Avenida Industrial 18 al 24, Barco de Valdeorras, Orense. WTDR 3/13/63.

Machinery for galvanizing plant, coating 35 micra as per norms AFNOR NF A91-102; machinery for chroming plant by electrolytical and chemical processes, resisting 96 hours marine fog as per norms AFNOR X41-002; each plant capable of producing bolts and nuts DIN 601 size 26 x 200 mm. or similar pieces at rate of 20,000 pieces in 8 hours. Tornillerias del Sur, S.A. (manufacturer), Lopez Azme No. 3, Seville. WTD 10/22/62.

■ **VIETNAM**—Meter test benches, 3; testerate indicators, 2; electric valves and accessories, 3; calibrated testing tanks, 7; motor starter control; wire baskets for meter parts transfer, 150; meter test dials, 50; meter repair bench sinks and vises, 3 each; booster pumpset; ultrasonic cleaning tank. Loan 62. Worldwide (899). Bid deadline June 21. Central Purchasing Authority, P.O. box H-5, Saigon. Specifications may be obtained by requesting Invitation No. 0858-23043, from Mrs. Quang, Embassy of Vietnam, 2251 "R" St., NW., Wash. 8, D.C.★

355 Special Industry Machinery

ARGENTINA—Delivery and installation of two processing bulk plants for production of butane, propane and gasoline, also storage banks, estimated cost $5 million. Tender no. 5060, bid deadline August 26. Gas del Estado, Alsina 1170, Piso Iro, Buenos Aires. Specifications may be obtained from above for 2,000 Argentine pesos (approx. $15.00). One copy of conditions pertaining to bids, in Spanish, is available for review only in the Power and Electrical Equipment Division, BDSA, rm. 4124, Department of Commerce, Washington 25, D.C. (Telephone WOrth 7-4242).

BELGIUM—Machinery used in plastics industry, such as extruders, injectors, plastiformers, vacuum machines, presses, calenders, blowing machines. Direct purchase and agency. E.J. Kennes & Co. (importer, wholesaler, exporter, agent), 80 Meir, Antwerp. WTD 2/13/63.

CHILE—Machinery for production of potato flour, potato chips, dehydrated potatoes. Jorge C. Montero O. (importer, wholesaler, retailer), 57 Marcoleta, Santiago. WTD 4/29/63.

ECUADOR—3-4 color printing press, 16 pp.; capacity 25,000 copies hour; accessory equipment, stereotype, linotype for evening newspaper. La Prensa, S.A. (evening newspaper), Calle Boyaca No. 1116, P.O. box 78, Guayaquil.

Sugar mill, 5-roller type, small capacity, motor-powered, or by hydraulic process, approximately 2,000 liters of sugar cane juice per hour; requests catalogs or other illustrated material. Agustin Felix C. (manufacturer, agriculturist), Calle Orellana 415, P.O. box 101.

FRANCE—Horizontal band saws for logs; band saws for plastics and other materials. Ets. C. D. (manufacturer), 20 rue Anatole France, Puteaux (Seine).

Packaging machinery for food. S.N.A.P.E.C. (manufacturer, exporter, importer), 112ter rue Cardinet, Paris 17.

Tools and machine tools for shoe manufacturing. Direct purchase and agency. Onfroy (importer, dealer, manufacturer), 35 rue Lucien Sampaix, Paris 10. WTD 3/22/63.

Equipment for production of soft ice, frozen custard. Direct purchase and agency. S.A.I.E.M. Societe d'Applications Industrielles Electro-Mecaniques (importer, agent), 75-75bis rue Lamarck, Paris 18.

GERMANY—Machines, appliances, and technical equipment used by plastics, paper, textiles, rubber, chemicals, machinery, and metal foil processing industries. Exclusive direct purchase and agency for Germany or European Market. Beier K. G., Industrie-Anlagen und Maschinenbau Kommandit-Gesellschaft (manufacturer, agent), 6232 Neuenhain Ts., bei Frankfurt Main.

■ **INDIA**—Horizontal centrifugal countercurrent multistage penicillin extraction plant. All parts coming contact with machine should be of type AISI 316 steel (stainless), all electricals 400/440 volts, 50 cycles. Loan No. 157. U.S. Source. Bid deadline June 10. Alembic Chemical Works Co., Ltd., Baroda 3. Ref. No. 4(359)/63-AID-II. IL#978675/DLF.157/62/HQ/CG.-III.

ITALY—Machinery for manufacture of ready-to-wear clothing for women, infants and children. Organizzazione Grandi Magazzini Dott. A. Pesce (wholesaler, retailer and importer), Via Etnea 321, Catania.

Refractory and ceramic hydraulic presses. Siome — Societa' Italiana Officine Macchine Edili (manufacturer), Via I Maggio 23/a, Malnate (Varese).

MALAYA—Machinery for manufacture of soap, margarine, glycerine—from palm oil and coconut oil; complete plant or units. Requests quotations CIF Singapore. Clyde International, Ltd. (electrical and mechanical engineering consultant and contractor, sales/indent agent), 403 Shaw House, Orchard Rd., Singapore 9. WTD 1/4/63.

NEPAL—Cigarette manufacturing machinery: 1 tobacco roaster, capacity 4,000 lbs. per 8 hours day; 1 cutter, rotary or other, capacity as above; 1 cigarette rolling machine, capacity 1,500-2,000 cigarettes per minute; requests catalogs and quotations. Nepal Cigarette Factory, Ltd. (cigarette manufacturing), Birgunj.

NORTH BORNEO—Woodworking equipment including lathes, planes, saws and small woodworking tools; Requests catalogues, CIF Sandakan prices and specifications. Honorable Koo Siah Chew, Chinese Chamber of Commerce, Sandakan.

Plywood manufacturing machinery; requests catalogues, instructions, and CIF Sandakan prices. Honorable Koo Siah Chew, Chinese Chamber of Commerce, Sandakan.

NORTHERN IRELAND—Expeller for reduction of oil in animal protein to 5% or below; minimum output of 12 cwt. per hour; requests quotation prices CIF Belfast. Ulster Farm By-Products, Ltd. (manufacturer, producers cooperative), Glenconway Factory, Glenavy, County Antrim. WTD 1/8/63.

NORWAY—Conveyors for dry cleaning trade (shop and plant), P. Wessel Schwabe (importing distributor, manufacturers' agent), 10b Tomtegaten, Oslo. WTDR 12/4/62.

PAKISTAN—Textile machinery; specifications: 3 nos simplex fly frames each with 120 spindles; 16 sets (4 delivery) drawing frames; 10 nos card engines; 500 sets metallic heald frames; 106 sets card cleaners (ever cleaners); one flannel making machine; one cone dying machine; one 12 color roller printing machine; photo engraving machine; one felt calender machine for fine poplin; and 3 sets of warp knitting machines; requests replies from manufacturers only. Nishat Mills, Ltd. (manufacturer), 1st Floor, Karachi Chambers, Grant Rd., Karachi. ■ Industrial sewing machines, $1,050; rubber manufacturing machines, $4,200; spare parts for both, $2,940; electric motors ¾ hp., $630; industrial air conditioning equipment, 3, 5 and 7½ tons, $5,936; spare parts for same, $2,968. Loan 391-H-056. U.S. source. Bid deadline June 6. Marshalls (Pakistan), Ltd., Shah Din Bldgs., 89 The Mall, Lahore. Cable: MARSHALLS, Lahore. IL#232283.

PERU—Complete fishmeal plants, used or rebuilt equipment, for processing 18 to 30 metric tons of anchovies per hour; steam boilers, 200-300 hp.; presses, 15-20 metric ton capacity; prompt offers with CIF Callao quotations requested. Luis A. Urbina C. (manufacturer's agent, commission merchant), Francisco Retes 156, San Antonio, Miraflores, Lima. WTD 3/26/62.

PHILIPPINES—Sawmill equipment. Dongallo's Enterprises. Inc. (producer), 310 Samanillo Bldg., Escolta, Manila. WTDR 3/5/63.

Sawmill machinery and spare parts; veneer and plywood machinery and spare parts; logging machinery and spare parts. Aras-Asan Timber Co., Inc. (producer), 696 Evangelista St., or Box 1489, Manila.

Egg tray making machinery; requests catalogues and specifications. P.Y. Arriola & Sons Co. (importer, wholesaler, manufacturer), Sanciangko St., Cebu.

Sugar factory machinery and parts. Direct purchase and agency. Philippine Industrial Engineering Co., Inc. (importing distributor, manufacturer's representative, assembler), 608 Victoria St., Intramuros, P.O. Box 973, Manila. WTD 4/4/62.

Caulk fiber processing machinery, 1,550 lbs. to 2,500 lbs. capacity per hour. Luzon Diesel Supply Co., 651 Evangelista, Manila. WTD 5/8/63.

Machinery and equipment for manufacture of woodcarvings and similar products. Loan 59, U.S. source. Lepanto Crafts, Inc., 1505 A. Mabini, Ermita, Manila.★

Machinery for manufacturing ladies handbags; modern machinery for shoe manufacturing. Oregon Shoe Factory (manufacturer), 124 Dr. Rizal St., Calumpang Marikina, Rizal. WTD 3/4/63.

SINGAPORE—Shoe machinery. Mr. J. N. Isaac, N. S. Isaac & Sons (importer, exporter, wholesaler, agent), P.O. Box 706, 18 Winchester House, Collyer Quay, Singapore 1. WTDR. 3/7/63.

Chain saws for tree cutting, direct or clutch driven; requests replies from manufacturers only; specifications, catalogues, CIF Singapore prices. Mr. Winston Ong Eng Leong, Overseas Motor Ltd. (importer, wholesaler, exporter, retailer) 450/452 Victoria St., Singapore 7. WTDR (3/20/63.

SOUTH AFRICA—Machinery and equipment for manufacture of vitreous china hotel and domestic ware; requests illustrated offers with price quotations from manufacturers only or their sole export house. Continental China (Pty.), Ltd. (manufacturer), Blackheath, C. P.

Woodworking machinery for manufacture of wood veneers, plywoods; peeling lathes with blade widths up to 150 in.; equipment for peeling, sizing, gluing, steaming, seasoning, to the finished veneer; requests replies from manufacturers only, with brochures and price lists. Western Province Engineers (Pty.), Ltd. (importing, distributor), 354 Voortrekker Rd., Maitland, C.P. WTDR 6/2/61.

Newspaper rotary press, used, capable of printing 24 pages at standard size with four to six additional colors. Verenigde Pers Beperk (printer, publisher), P.O. Box 337, Windhoek.

SPAIN—Complete machinery for manufacture of light reflecting traffic signs, illustrations, advertisements. Reflexivos Vasan (manufacturer, wholesaler), San Antonio de Padua 54, Madrid 19. WTD 11/28/61.

● **TAIWAN**—Air Separation Plant, one complete package unit having a rated daily capacity of 100 metric tons of oxygen and at least 130 metric tons of nitrogen to be erected on foundations and in buildings by others at the plant of Koahsiung Ammonium Sulfate Corp. Tender No. GF3B-15620, bid deadline July 6. Central Trust of China, Purchasing Dept., 68 Yen Ping Nan Lu, Taipei.★ (WO 7-5589).

TURKEY—Woodworking press, one, automatic, hydraulic, with heated plates, press pressure 120,000 kilograms, area to be pressed 2500 by 1300mm, height of plate 80mm, number of plates 7. Tender No. 3001-259, bid deadline June 3. Malzeme Mudurlugu, Denizcilik Bankasi T.A.O., Behcekapi, Istanbul. (Materials Purchasing Dept., Turkish Maritime Bank)★ WO 7-5589.

Equipment to be used in drying, wrapping and packing (including vacuum tins) pistachio nuts and raisins; requests from manufactures regarding size and amount of equipment needed, term. Ahmet Ulgen (general manager), Tarim Satis, Kooperatifleri Birligi, Gaziantep, (Agricultural Sales Cooperative Union of Gaziantep).

● **UNITED ARAB REPUBLIC**—Printing ink plant, one, design, know how, engineering, manufacture, delivery, erection, testing and commissioning a plant to produce 1,100 tons of various types of ink based on one 8-hour shift working 300 days per year. Bid deadline June 22. The General Organization for Executing the Five Year Industrial Plan, 6 Khalil Agha St., Garden City, Cairo.★ (WOrth 7-5589).

356 General Industrial Machinery

CYPRUS—Pumps, water. Direct purchase and agency. Andreas Th. Loizou (importer, wholesaler), P.O. Box 553, Nicosia. WTD 7/16/62.

FRANCE—Spare parts, for U.S. Army vehicles, such as half-track jeeps; ball bearings and roller bearings. Sopac-Neuilly (manufacturer, dealer), 8bis, rue de Rouvray, Neuilly-Sur-Seine.

High pressure hydraulic pumps. Hydro Equipments (importer, dealer), 11 Avenue du Pont Royal, Cachan, Seine.

GERMANY—Axial or radial piston type pumps; vane type pumps; and hydraulic and pneumatic valves and accessories. Werdohler Pumpenfabrik Rudolf Rickmeier GmbH. (manufacturer), 24/26 Eggenpfad, Postfach 24, 598 Werdohl. WTD 4/23/63.

■ **GREECE**—Pumping units, composed of of centrifugal pumps, and electric motors on common base plate, 2. PA#240-700-898-221-2202. Limited worldwide (898). Bid deadline June 10. Société Anonymé Hellenique des Eaux, Purchasing Department, Athens. Ref. 195. Specifications and conditions may be obtained from Greek Foreign Trade Admin., 2211 Massachusetts Ave., NW., Wash. 8, D.C. If selected offer is from U.S., purchase will be financed by AID or with free dollars.

HONG KONG—Industrial material, instruments, apparatus, machinery, chemicals, grinding wheels, electro motors; require sole selling rights. Frederick Pordes & Co., Ltd. (importer, exporter), 209/210 Gloucester Bldg., P.O. Box 596. WTD 2/16/63.

ITALY—Compressors for portable rock drills. Cav. Scalabrino & Figli M.&G. (wholesaler, agent, importer), Via G. B. Fardella 3, Trapani.

Electric pumps of all types for irrigation. Direct purchase and agency. Mediterranean Supply Co. S.p.A. (wholesaler, retailer, importer, manufacturer, minerals exploration and drilling), Via Pacini, Palazzo INA, Catania.

MOZAMBIQUE—Industrial machinery; requests replies from manufacturers only. Sociedade Comercial, Lda. (importer, agent, general merchant), Predio Scala 1° Nos. 10/12, or P.O. Box 1044, Lourenco Marques. WTD 2/20/62.

NORWAY—Paint spray guns and related equipment for industrial purposes. Axo Kjemiske Fabrikk (importing distributor and manufacturer's agent), 14 Gladengveien, Oslo. WTDR 1/22/63.

PAKISTAN—Oil retaining bronze bush bearings of porous metal, with or without flange. S. Muhammad Din & Sons, Ltd. (manufacturer), Shahadara Mills, Lahore. WTD 3/13/63.

Ball bearings equivalent to SKF sizes of 6200, 6201, 6202 and 6203. S. Muhammad Din & Sons, Ltd. (manufacturer), Shahadara Mills, Lahore. WTD 3/13/63.

● **SUDAN**—One electric hardening, tempering, annealing and cyaniding furnace, for use up to a maximum temperature of 925° C., rated at about 36Kws. Working dimension about 12" diameter by 14" depth. Contract number 2822, bid deadline June 13. Tenders may be submitted to the Sudan Govt. Purchasing Agent, 3-5 Cleveland Row, St. James London, S.W.1.★ (WO 7-2723).

SWEDEN—Ventilating equipment for use in heavy industry, such as shipyards, factories. Direct purchase and agency. Ingeniorsfiram R. E. Christenson AB (agent, manufacturer), 2-4 Smediegatan, Goteborg C. WTD 5/3/63.

357 Office, Computing Machines

FRANCE—Duplicating machines, ink and alcohol operated; correspondence preferred in French. Société Commerciale d'Organisation de Bureau (dealer), 25 rue de Verneuil, Paris 7.

Office equipment. Direct purchase and agency. Service Bureau Service (importer, dealer), 10 rue du Fg. Poissonniere, Paris 10.

ITALY—Scales for babies. Direct purchase and agency. Flli. Chiara (wholesaler, retailer, agent, importer), Piazza S. Placido 8, Catania.

■ **TURKEY**—Office typewriters, conforming to 26, 35, 46, 70 centimeters carriage, as equivalent inches with one or eight key tabulators, 45 or 46 keys, annexed keyboard with automatic margin release, touch control. $12,645. Supplier must guarantee typewriters for two years. PA#277-700-901-356-3227. Limited worldwide (901). Quotation deadline June 10. Vitali Benbanaste ve Ogullari K. S. Haracci Sokak no. 10, Galata/Istanbul. Cable: BENVITA, Istanbul. S/A no. 139984.

358 Service Industry Machines

ECUADOR—Algae-filtering equipment for treating potable water; plants and equipment for treatment of potable water; slow sand filter type system. Requests replies in Spanish. Junta Cantonal de Agua Potable de Guayaquil (autonomous government agency), Clemente Ballen No. 211, P.O. Box 5253, Guayaquil.

ENGLAND—Automatic amusement machines; pinball machines, flippers and bingo tables, fruit machines, late type only; electric upright payout machines. Direct purchase and agency. Regent Automatic Supply (importer, wholesaler), 119 Regents Park Rd., London N.W.1. WTD 5/3/63.

Coin operated entertainment machines. Symplay, Ltd., (importer, wholesaler, sales agent), 18-19 Bellevue Rd., Wandsworth Common, London S.W.17. WTD 5/6/63.

FRANCE—Automatic washing and drycleaning machines, self service. Direct purchase and agency. S.E.L.L.S.A. (importer, dealer), 12 rue Lapeyrere, Paris 18. WTD 4/5/63.

Vending machines. Direct purchase and agency. S.A.I.E.M. Societe d'Applications Industrielles Electro-Mecaniques (importer, agent), 75-75bis rue Lamarck, Paris 18.

ITALY—Water conversion plant; requests information on latest technical developments in saline water conversion. Direct purchase and agency. Mediterranean Supply Co., S.p.A. (wholesaler, retailer, importer, manufacturer), Via Pacini Palazzo INA, Catania.

Package air conditioners; municipal garbage incinerators. Direct purchase and agency. I.G.A.R. srl (installer of air conditioning equipment), Via Monte Amiata 2, Milan. WTD 2/5/63.

MOROCCO—Hotel water treatment equipment; hotel laundry equipment; central air conditioning equipment; heating and cooling by water circulation. Henri Remaud (hotel owner/operator), Hotel El Mansour, Avenue de l'Armee Royale, Casablanca. WTD 8/2/63.

NORTHERN IRELAND—Dishwashing equipment, ice making machine and cooking range, gas or electric; should be suited for 220 volts alternating current, 50 cycles, single-phase electricity supply or manufactured gas for range. Wellington Park Hotel, Ltd. (hoteliers), 21 Malone Rd., Belfast, 9.

■ **PAKISTAN**—Domestic water pumps, A.C., single phase, 200/220 V, 50 cycles, sizes ½, ¾, 1 h.p.; electric motors, ¼, ½, ¾, 0.95 h.p., 4 & 6 poles; packaged air conditioners, 400/440 V, 3 phase, 50 cycles, A.C., 5, 7.5 & 10 h.p., complete with condensers; electric motors double squirrel cage, 400/440 V., 3 phase, 50 cycle, A.C., horizontal foot mounted sizes, 5, 10, 15, 20, 25, & 30 h.p., 4 & 6 poles; 1.5 h.p. & 2 h.p., window type air conditioners, 200/220 V, 50 C, single phase A.C. $27,563. Loan No. 391-H-056. U.S. source. Bid deadline June 7. Associated Electrical Industries (Pakistan) Ltd., Shernaz House, West Wharf Road, P.O. Box 4958, Karachi 2. S/A No. 330962.

SCOTLAND—De-humidification unit using lithium chloride as de-humidifying agent. Brown & Polson, Ltd. (manufacturer), Falside Rd., Paisley.

SINGAPORE—Industrial range; requests brochures and pamphlets for promotion, approximately 200 copies each; c.i.f. prices Singapore. Clyde International, Ltd. (electrical, mechanical engineering consultant contractor), 403 Shaw House, Orchard Rd., Singapore 9. WTDR 1/4/63.

SPAIN—Gasoline pumps, centrifugal pumps for purification of diesel fuel, related machinery and equipment used in service stations. "Iglesias" Instalaciones Petroliferas (importer, wholesaler, distributor), Fuenterrabia 4, Madrid.

360 Electrical Machinery, Equipment

ENGLAND—Commercial, industrial lighting equipment. Direct purchase and agency. W. J. Furse & Co., Ltd. (manufacturer, importer, exporter, wholesaler, retailer), Traffic St., Nottingham.

TURKEY—Transmitting equipment and components; electronic equipment; oscilloscopes, oscillographs; vibration pick-ups. Alemdar Ticaret ve Sanayi A.S. (import, export, contractors), Veli Alemdar Han, Kat 3 No. 18, Rihtim Caddesi, Galata, Istanbul. WTD 6/6/62.

Electrical equipment and components; electronic and communication equipment and components; radios, teleprint & teletype, telephone apparatus, exchanges & cables; diesel electric generators. Ekrem Akomer ve Ort. Tic., Ltd., Sti. (import, export, contractor), Pieremici Sokak No. 5/6, Istiklal Cad., Beyoglu, Istanbul. WTD 12/21/62.

361 Electric Transmission, Distribution Equipment

FRANCE—Audio-frequency, and electro-acoustical apparatus and measuring devices; correspondence preferred in French. Direct purchase and agency in France or section thereof. Leo et M. Lasserre (wholesaler, retailer, manufacturer), 46 Rue du Languedoc, Toulouse, Haute-Garone. WTD 4/5/63.

Electronic control and measuring equipment, high quality. Requests replies in French. Audiola (manufacturer, dealer), 150 ave de Saint-Ouen, Paris 18e.

Special types of electronic regulators. Francel (manufacturer), 34 rue de la Victoire, Paris 9e.

Step down transformers for high voltage lines. Transformateurs de Mesure—E. Walter (manufacturer), 64 Avenue Joseph Staline, Gentilly (Siene). WTD 4/11/63.

Audio frequency components. Direct purchase and agency. Cineco (importer, dealer), 72 Avenue Champs-Elysees, Paris 8. WTD 3/21/63.

Electrical apparatuses and accessories including switchgear. Capri—Constructions Mecano-Electriques (manufacturer), 24/32 rue Ernest Renan, Colombes (Seine).

■ **GREECE**—22 kv. current transformers, various descriptions and types, 46 pieces. PA#240-700-898-221-2202. Limited worldwide (898). Bid deadline June 8. Public Power Corp., Athens-Piraeus Division, 4 Koral St., Athens. Specifications and conditions may be obtained from Greek Foreign Trade Admin., 2211 Massachusetts Ave., NW., Wash. 8, D.C. If selected offer is from U.S., purchase will be financed by AID or with free dollars.

■ Voltage regulators for stabilization of input voltage to meter bench, complete with spare parts. PA#240-700-898-221-2202. Limited worldwide (898). Bid deadline June 7. Public Power Corp., Athens-Piraeus Division, 4 Korai St., Athens. Ref. 200. Specifications and conditions may be obtained from Greek Foreign Trade Admin., 2211 Massachusetts Ave., NW., Wash. 8, D.C. If selected offer is from U.S., purchase will be financed by AID or with free dollars.

■ Stroboscopic set for testing a.c. single phase KWH meter, complete with spares; voltage regulator for stabilization of input voltage of stroboscopic set, complete with spare parts. PA#240-700-898-2202. Limited worldwide (898). Bid deadline June 11. Public Power Corp., Athens-Piraeus Division, 4 Koral St., Athens. Ref. 198. Specifications and conditions may be obtained from Greek Foreign Trade Admin., 2211 Massachusetts Ave., NW., Wash. 8, D.C. If selected offer is from U.S., purchase will be financed by AID or with free dollars.

Electrical instruments of various types and sizes: voltage meters, cambridge self contained decayed bridge, portable precision dynamo meter pattern type T.P., watch meter, current range, voltage range, meger insultation tester, short turn coil tester, hand tachometer, vibration testing instrument, micrometers. S. Muhammad Din & Sons, Ltd. (manufacturer), measuring instruments, Shahadara Mill, Lahore. WTD 3/13/63.

■ **THAILAND**—11 kv. class potential transformers, 300, outdoor type, compound filled or dry type, ratio 12,000/120 volt, 50-cycle; same, except current, 300; 600-volt class current transformers, window type, encapsulated or molded plastic, suitable for indoor and outdoor use, various, 550. Loan 19. Worldwide (899). Bid deadline June 6. Purchase & Stores Division, Metropolitan Electricity Authority, 121 Chakraphet Rd., Bangkok. PDC-MEA-156. Single copies of complete invitation to bid are available from Office of the Economic & Financial Counselor, Embassy of Thailand, 2490 Tracy Pl., NW., Wash. 8, D.C.★

● **WEST INDIES**—Various capacity demand meters, integrating meters, transformers, and components, 33,000 items. Tender Nos. 678 to 686, bid deadline June 25. Specifications may be obtained from the Purchasing Officer, Trinidad and Tobago Electricity Commission, P.O. Box 121, 63 Frederrick St., Port-of-Spain, Trinidad.★ (WO 7-2312).

362 Electrical Industrial Apparatus

FRANCE—Small electrical apparatus. Comptoir Interregional de Diffusion (importer, dealer), 98-100 rue Nationale, Boulogne s/Mer, Pas-de-Calais.

Highly technical electrical and electronic products used in aeronautics. Ragonot (manufacturer, importer, exporter), 7/15 Blvd. Gabriel Peri, Malakoff (Seine).

■ **INDIA**—Super high intensity induced roll magnetic separator, with three 30" wide rolls, including 3hp. motor to drive rolls, magnet switch, motor starter and ammeter; accurate electronics selenium rectifier to suit 3-phase, 50-cycle, 400/440-volt, a.c. supply. Loan 217. U.S. source. Bid deadline June 5. Alembic Glass Industries, Ltd., Post: Chemical Industries, Baroda 3. Cable: INGLAS, Baroda. IL#AU/GL/MTC/39/DLF/217/962. Ref. 63(213)/63-AID(1).

PAKISTAN—High quality electrilytic condensers of 2.2 MFD capacity, plus or minus 5% tolerance, working voltage 250/275 VAC, 50 cycles, in rectangular metal cases size 2.¾"x1.¾"x1", having screw and nut terminals or with long leads. Also carbon brushes for use in D.C. electric fans. S. Muhammad Din & Sons, Ltd. (manufacturer), Shahadara Mills, Lahore. WTD 3/13/63.

363 Household Appliances

ENGLAND—Domestic electrical appliances. Direct purchase and agency. GHS Enterprises (London), Ltd. (importer), 221 Bishopsgate, London E.C.2. WTD 5/6/63.

FRANCE—Household heating equipment and accessories. Requests replies in French. Comptoir General de la Bimbloterie (wholesaler), 4/6 rue des Haudriettes, Paris 3e.

Electric exhaust fans. Direct purchase and agency. Société "Calrus" (manufacturer), 14 rue de Romainville, Paris 19.

GERMANY—Non-electrical household appliances; requests replies from manufacturers only in German. Direct purchase and agency. Horst Ritter (importer, wholesaler, sales agent), P.O. Box 27 or 31 Beutenfeldstrasse, 7257 Ditzingen/Wuerttember

ITALY—Washing machines, stoves, vacuum cleaners, air conditioners. Requests catalogs and price lists. Organizzazione Grandi Magazzini Dott. A. Pesce (wholesaler, retailer, importer), Via Etnea 321, Catania.

MOZAMBIQUE—Household articles. Reys, Fernandes & Baptista, Lda. (importer, retailer, wholesaler), Ave. Dr. Salazar or P.O. Box 5, Quelimane. WTD 2/13/63.

SINGAPORE—Domestic range (electrical, oil, gas fired); requests brochures and pamphlets for promotion, approximately 200 each; quotations c.i.f. Singapore. Clyde International, Ltd. (electrical, mechanical engineering consultant, contractor), 403 Shaw House, Orchard Rd. Singapore 9. WTDR 1/4/63.

364 Electric Lighting, Wiring Equipment

AUSTRALIA—Lightingware fittings (bed lamps, table lamps, wall brackets, pendants, bases and shades in pottery, metal and wood). Viscount Development Pty., Ltd. (importer), 112-114 Cascade St., Paddington, Sydney, N.S.W.

ENGLAND—Lighting and lamps. Direct purchase and agency. GHS Enterprises (London), Ltd. (importer), 221 Bishopsgate, London E.C.2. WTD 5/6/63.

FRANCE—Household lighting equipment and accessories. Requests replies in French. Comptoir General de la Bimbloterie (wholesaler), 4/6 rue des Haudriettes, Paris 3e.

SWEDEN—Kerosene lanterns. C. A. Manden AB (wholesaler), Stampgatan 40, Goteborg C.

365 Radios, TV Sets, Related Equipment

FRANCE—Record players and revolving disks for same. Société Technique d'Appareillage Radio-Electrique — S.T.A.R.E. (manufacturer), 33 rue J. B. Charcot, Courbevoie (Seine). WTD 4/24/63.

Hi-fi tuners, amplifiers, tape recorders and loud speakers. Direct purchase and agency. Serper Electronic (importing distributor), 102 rue de la Boetie, Paris 8. WTD 8/3/62.

ITALY—Phonograph records; transistor radios. Interexchange, s.r.l. (importer), Via Meravigil 16, Milan. WTD 4/2/63.

NETHERLANDS—Phonograph records; requests replies from manufacturers only. Exclusive direct purchase. Bekol Handelmaatschappij (importer of phonograph records), 87 Rokin, Amsterdam.

SINGAPORE—Television receivers and accessories, 230 volts, 50 cycles 625 lines CCIR. Gnee Hong Co., Ltd. (importer, wholesaler, retailer, exporter), 106 Hill St., Singapore 6. WTD 4/25/63.

SOUTH AFRICA—Religious phonograph records. The Catholic Bookshop (importing distributor), 7 Hope St., Cape Town.

366 Communication Equipment

FRANCE—Telephone equipment; correspondence preferred in French. Cie. d'Exploitation & de Vente de Materiel

Industriel (importer, agent), 88 rue de la Chapelle, Paris 18e.

Army lighting and ground scouting equipment and signals; anti-thefts signals for special vehicles (police, firemen). Societe AXO (manufacturer), 8 rue Denis-Poisson, Paris 17.

ITALY—Fishing equipment; including radar and radiogoniometric equipment and instruments. Comm. Gianni De Vincenzi, Shipyard (shipbuilder, exporter, wholesaler), Via Ammiraglio Staiti 8, Trapani.

MOROCCO—Hotel telephone system. Henri Remaud (hotel owner operator), Hotel El Mansour, Avenue de l'Armee Royale, Casablanca. WTD 5/2/63.

● **NEW ZEALAND**—Supply of voice frequency telegraph and associated equipment Tender No. 150/7498, bid deadline July 5. Engineer-in-Chief's Office, Carrier Section, General Post Office, Wellington.★ (WO 7-4823).

367 Electronic Components

BELGIUM—Subscribers remote control units; transmitters, tape with remote speed (control and other telecommunications equipment with European specifications), 50 group-words per minute; requests replies from manufacturers only. Bureau Technique Jean E. Wintjens (importer, agent), 7-9 rue Neuve, Eupen. WTD 1/63.

Teleprinters with tape-receiver and transmitter; requests replies from manufacturers only. Bureau Technique Jean E. Wintjens (importer, agent), 7-9 rue Neuve, Eupen. WTD 1/63.

FRANCE—Transistors. Direct purchase and agency. Serper Electronic (importing distributor), 102 rue de la Boetie, Paris 8. WTD 8/3/62.

369 Electrical Machinery, Equipment

FRANCE—Automobile electrical spare parts, all kinds. Société AXO (manufacturer), 8 rue Denis-Poisson, Paris 17.

● **HONG KONG**—Supply of 150 six volt and 255 twelve volt storage batteries, Ref. stores C/52/66/63, bid deadline June 7. Controller of Stores, Stores Dept., Oil St., North Point, Hong Kong.★ (WO 7-4242).

PHILIPPINES—Electrical equipment and parts. Direct purchase and agency. Philippine Industrial Engineering Co., Inc. (importing distributor, manufacturer's representative, assembler), 608 Victoria St., Intramuros, P.O. Box 973, Manila. WTD 4/4/62.

371 Motor Vehicles, Accessories

DENMARK—Spare parts for military vehicles. E. V. Johansen A/S (importing wholesaler), 10 Sct. Annae Plads, Copenhagen K. WTD 4/4/63.

FRANCE—Automobile air and oil pumps, filters and gas purifying equipment. Société AXO (manufacturer), 8 rue Denis-Poisson, Paris 17.

■ **INDIA**—Miscellaneous spare parts for motor vehicles, large quantities, such as bodies, kit fuel, condensers, gas and oil pipes, oil seals, gears, distributor points, starter switches, voltage regulators, fuel pumps and valves. Loan 217. U.S. source. Bid deadline June 3. Hindustan Motors, Ltd., 15 India Exchange Pl., Calcutta 1. IL#A. 592098/61/AU-DW/CCI/HQ/RM. Ref. 60(348)/62-AID(1).★

■ Large assortment automotive parts—gears, brake parts, clutch parts, Delco and GM, Chevrolet and Borg Warner. Loan 217. U.S. source. Bid deadline June 5. Hindustan Motors, Ltd., 15 India Exchange Pl., Calcutta 1. Import license "A.592098/61/AU-DW/CCI/HQ/RM. Ref. 60(348)/62-AID(1).★

ITALY—Automotive maintenance machinery and equipment. Cav. Scalabrino & Figli M. & G. (wholesaler, agent, importer), Via G.B. Fardella 3, Trapani.

MEXICO—Automotive accessories and parts. Auto Refaccionaria Fernandez, S.A. (automotive accessories and parts), Guerrero No. 576 Norte, Monterrey, Nuevo León. WTD 5/3/63.

Automotive parts and accessories. Direct purchase and commission agency. Automotriz Gomez, S.A. Sor Juana (distributor of automobiles, trucks, parts), de la Cruz y J. E. Durant, Tlalnnepantia, Estado de Mexico. WTDR 4/17/63.

MOZAMBIQUE—Spare supply parts and accessories for motor vehicles and tractors to Government departments under public bid system; requests replies from manufacturers only. Sociedade Comercial, Lda. (importer, agent, general merchant), Predio Scala 1° Nos. 10/12, or P.O. Box 1044, Lourenco Marques. WTD 2/20/62.

NORWAY—Rims and wheels for U.S. and European automobiles, tractors and fork trucks. Gummi A/S K. Lund & Co. (importing wholesaler), 3 Revierstredet, Oslo. WTD 2/28/63.

Air conditioners and heaters for buses. Direct purchase and agency. Rodin & Co. A S (importing distributor), 7b Knoowsgate, Oslo. WTDR 11/5/62.

■ **PAKISTAN**—Large assortment automotive parts, contact breaker points, condensers, caps distributors, switches, cylinder repair kits, carbon brush sets, shock absorbers, brake lining sets, clutch facings, various makes. Loan 391-H-066. U.S. source. Bid deadline June 4. F.&C., Osler (Pakistan), Ltd., Chartered Bank Chambers, McLeod Rd., Karachi 2. IL#249694.★

PERU—Chassis, spare parts, accessories for passenger vehicles. Antonio Zeballos Zegarra (Empresa de Transportes Zeballos) (transportation agency), Pierola 519, Arequipa. WTD 2/4/63.

SOUTH AFRICA—Automotive spare parts and accessories. Durose's Automotive Supplies (Pty.) Ltd. (importing distributor), 104/6 Stanger St. or P.O. Box 431, Durban. WTD 7/10/62.

■ **TAIWAN**—Spare parts for Mack truck, engine 55530 Cummins M-6 R.H. (51-KE-01/16 P.48/49); for engine 52704, 53933, Cummins MH-600, (51-KE-17/100 P.50/59); for Cummins engine KB-250/258; spare parts for Model JN-6-B1, Cummins diesel engine unit serial, 277284 (52-KB-316/333). Various descriptions and quantities. PA#484-000-253-3206. Bid deadline June 12. Taiwan Cement Corp., 113, Sec. 2 Chung Shan N. Rd., Taipei.

■ **TURKEY**—Spare parts for Studebaker-Reo trucks and trailers, such as spares for engines, clutches, exhaust system, cooling and electrical system, propeller shafts, front and rear axles, brakes, steering, frame and springs 233 items. Loan 98. Worldwide (899). Bid deadline June 3. Etibank, General Management, Bankalar Caddesi 55, Ankara. Interested suppliers may obtain copies of invitation to bid from Ebasco Services Inc., 2 Rector St., New York 6, N.Y.★

372 Aircraft, Parts

FRANCE—Spare parts for ejection seats. Societe Martin-Baker (manufacturer), 26/32 rue de Villiers, Levallois-Perret (Seine).

NETHERLANDS ANTILLES—Two-engine plane with low stalling speed (about 35 m.p.h.); 5- to 8- passenger capacity. Windward Islands Airways, P.O. Box 18, St. Martin.

373 Ship, Boat Building, Repairing

PERU—One used or rebuilt floating drydock, 600-1,000 ton capacity, weight 300-500 metric tons with rebuilt auxiliary equipment: 2 diesel power generating units, 25 kw.; 2 pumping units, 300 cubic meter per hour capacity; 1 degasifier boiler, 50 hp.; prompt offers with c.i.f. Callao quotations requested. Luis A. Urbina C. (manufacturer's agent, commission merchant), Francisco Retes 156, San Antonio, Miraflores, Lima. WTD 3/26/62.

PHILIPPINES—LCT or barges. National Development Lumber Co., Inc. (NADELCO), (producer), 326 Republic Supermarket Bldg., Rizal Ave., Manila.

380 Professional, Scientific, Controlling Instruments; Photographic, Optical Goods; Watches, Clocks

ITALY—Drawing duplicators and photoreproducers. Precision articles, including rulers, squares, double decimeters, draftsman's articles, compasses, goniometers and nautical instruments. Engineering technical instruments, including levels, tachymeters, agronomic squares, measuring tapes, ranging rods, sighting stakes. Eliotecnica Gervasi (retailer, exporter), Viale Regina Margherita 7, Trapani.

Naval equipment and accessories, and nautical instruments; including boilers, compasses. Impresa Comm. Vincenzo Cassaro—Cantiere Navale (shipbuilder, exporter), Spianata S. Raineri 25, Messina.

381 Engineering, Laboratory, Scientific Instruments

FRANCE—Engineering supplies: slide rules; measuring tapes; templates; rods; godimeters; and supplies including drafting film. Direct purchase and agency. Universal-Graphic (wholesaler, selling agent), 47 Rue de la Concorde, Toulouse, Haute-Garonne. WTD 5/11/62.

Laboratory stainless steel equipment for chemical and pharmaceutical industries. Milinox—Material Inoxidable pour Laboratories & Industries (manufacturer), 81 rue d'Avron, Paris 20.

ITALY—Motor boat instruments: compasses, tachometers, bathometers. Direct purchase and agency. Osculati Emilio-Forniture Nautiche (importer), Via Legnano 10, Milano.

● **KOREA**—Universal testing machine neutron diffractimeter and one set of liquid nitrogen installation. Bid invitation no AEC-3043-S, bid deadline June 14. Office of Supply, Govt. of Korea, Seoul.★ (Telephone WO 7-2312) Specifications and drawings also available from Chung Soo Park, Procurement Attache, Korean Embassy, 2322 Massachusetts Ave., NW, Wash. 8, D.C.

382 Instruments for Measuring, Controlling, Indicating Physical Characteristics

FRANCE—Radio-activity and atomic bombardment protection equipment. Société AXO (manufacturer), 8 rue Denis-Poisson, Paris 17.

● **IRAN**—Diamonds with holders for hardness testing machines, 2. Drawings No. 8824 and 8873, bid deadline July 5. The Armament Department of the Imperial Iranian Army, Avenue Jaleh, Tehran.★ (WO 7-2312)

SWEDEN—Metallic thermometers, household use. Direct purchase and agency. AB Alexander Graf (agent, manufacturer), Halmstad.

383 Optical Instruments, Lenses

AUSTRALIA—Ophthalmic goods and instruments: cases, optical machinery, metal and nonmetal frames, lensometers, lenses, instruments and sun glasses. Direct purchase and agency. Overseas Optical Products Pty., Ltd. (importing distributor, manufacturers' agent, manufacturer), 41-43 Weston St., Brunswick, Melbourne, Victoria. WTD 1/17/63.

● **INDIA**—Various types of polarizing microscopes, accessories and camera equipment, 3,367 items. Tender enquiry No. SE-544/Rein/2, bid deadline June 11. Tender forms and specifications are available from the India Supply Mission, 2536 Massachusetts Ave., NW., Wash. 8, D.C.

384 Surgical, Medical, Dental Instruments

AUSTRALIA—Hearing aids and audiometers, standard U.S. quality; glasses with built-in bone conduction hearing aids. Direct purchase and agency. Stel-Aid Pty., Ltd. (importer, distributor), 390 George St., Sydney. WTD 1/14/63.

BELGIUM—Varicose elastic stockings. Bota, S.A. (importer, exporter, wholesaler, manufacturer), 148 Grand'Place, Deinze. WTD 5/3/63.

BRAZIL—Protective plastic helmets and caps; welding protection helmets. Fergon Equipamentos de Seguranca Industrial Ltda (importer, wholesaler, manufacturer), Rua Florencio de Abreu 288, Sao Paulo.

● **EL SALVADOR**—Supply of hospital equipment including one electrocardiograph, one mobile cabinet, 3 suction electrodes for children, and 5 electrodes for infants. Bid deadline June 6. Tender No. 80 (63). Tender conditions and specifications in Spanish. Proveeduria General, de la Republica, San Salvador.★ (WO 7-2939)

FRANCE—Stainless steel items and instruments for use in hospitals and nursing homes. Direct purchase and agency. Chirurginox (agent), 264 blvd. St.-Germain, Paris 7e.

Audiometers; correspondence preferred in French. Direct purchase and agency in France or section thereof. Leo et M. Lasserre (wholesaler, retailer, manufacturer), 46 Rue du Languedoc, Toulouse, Haute-Garonne. WTD 4/5/63.

Surgical instruments, newly developed. Direct purchase and agency. S.A.G.M.A. - L. Richard & Cie. S.A. (importer, commission agent), 7 Avenue Paul-Adam, Paris 17.

Surgical equipment: resuscitators, breathing apparatuses, anaesthesia devices, orthopedic instruments. Rainal Freres (manufacturer, exporter, importer), 236/238 rue Saint-Denis, Paris 2.

GERMANY—Clothing work, protective. Requests replies in German. Direct purchase and agency. Gethmann Nachf. GmbH. (wholesaler), 13 Siegstrasse, 5900 Siegen/W. WTD 4/9/63.

ITALY—Medical, surgical, and hospital supplies, and equipment. Direct purchase and agency. Importex Chimici Farmaceutici-Eurospital S.p.A. (manufacturer of medicinal specialties), Via Conti 28, P.O. Box 467, Trieste. WTD 1/25/63.

Dental Products and Dental anesthetics. Agrar, Societa' Industriale e Commerciale a.r.l. (import and export of pharmaceutical chemicals in bulk), Via Terenzio 21, Rome. WTD 9/22/60.

X-ray protection materials, including gloves, aprons, protective screens. Direct purchase and agency. Flli Chiara (wholesaler, retailer, agent, importer), Piazza S. Placido 8, Catania.

385 Ophthalmic Goods

BRAZIL—Spectacle frames for eye glasses; spectacle hinges for eye glasses. Relotica Representacoes Ltda., (importer, wholesaler), Rua 7 de Abril 264, conj. 203, Sao Paulo, SP. WTD 3/25/63.

EL SALVADOR—Sunglasses; requests replies in Spanish. Exclusive distributorship for El Salvador. Almacén "De Luxe," Lucio Chavez h. y Cia. (notions store), 2a. Avenida Sur No. 209, San Salvador. WTD 9/14/63.

FRANCE—Eyeglasses and optical goods. Requests replies in French. Comptoir General de la Bimbloterie (wholesaler), 4/6 rue des Haudriettes, Paris 3e.

386 Photographic Equipment

FRANCE—Reproduction equipment and supplies; offset duplicators and duplicating supplies, and related articles. Direct purchase and agency. Universal-Graphic (wholesaler, selling agent), 47 Rue de la Concorde, Toulouse, Haute-Garonne. WTD 5/11/62.

● **HONG KONG**—Photographic film, paper and chemicals. Tender No. C-45-11-63, bid deadline noon, June 7. Controller of Stores, Stores Dept., Oil St., Hong Kong.★ (WO 7-2778).

KENYA—Films. Dilip Film (Overseas) Co. (film distributors, and exhibitors), P.O. Box 5734, Nairobi. WTD 4/29/63.

391 Jewelry, Silverware, Plated Ware

FRANCE—Jewelry, all kinds; cutlery and silverware. Requests replies in French. Comptoir General de la Bimbloterie (wholesaler), 4/6 rue des Haudriettes, Paris 3e.

SWEDEN—Flatware, stainless steel. C. A. Manden AB (wholesaler), Stampgaten 40, Goteborg C.

393 Musical Instruments

FRANCE—Reeds for musical instruments; correspondence preferred in French. Serge Delacroix (exporter), 5 rue des Ecoles, Alfortville (Seine).

394 Toys, Amusements, Sporting Goods

AUSTRALIA—Games and toys. Direct purchase and agency. Overseas Optical Products Pty., Ltd. (importing distributor, manufacturer), 41-43 Weston St., Brunswick, Melbourne, Victoria. WTD 1/17/63.

EL SALVADOR—Toys; requests replies in Spanish. Exclusive distributorship for El Salvador. Almacen "De Luxe" Lucio Chavez h. y Cia. (notions store), 2a. Avenida Sur No. 209, San Salvador. WTD 9/14/63.

FRANCE—Toys and games; fishing articles. Requests replies in French. Comptoir General de la Bimbloterie (wholesaler), 4/6 rue des Haudriettes, Paris 3e.

Electric toys. Direct purchase and agency. Serper Electronic (importing distributor), 102 rue de la Boetie, Paris 8. WTD 8/3/62.

Water sport equipment. Direct purchase and agency. Laboratories I.T.C. (manufacturer, exporter), 29 rue Vernet, Paris 8.

Toys, all kinds; correspondence preferred in French. Direct purchase and agency. Jouet Bimbeloterie Berne (importer, dealer), 67 rue du Fg. Saint-Martin, Paris 10.

ITALY—Baby articles such as prams. Direct purchase and agency. Flli Chiara (wholesaler, retailer, agent, importer), Piazza S. Placido 8, Catania.

All types of toys; dolls, mechanical toys, toy furniture, construction sets, baby carriages, strollers, go-carts, children's bicycles and tricycles, coasters, wagons, play cars, sleds and roller skates. Requests catalogs and price lists. Organizzazione Grandi Magazzini Dott. A. Pesce (wholesaler, retailer, importer), Via Etnea 321, Catania.

Fishing nets and cables. Comm. Gianni De Vincenzi, Shipyard (shipbuilder, exporter, wholesaler), Via Ammiraglio Staiti 8, Trapani.

MOZAMBIQUE—Toys. Reys, Fernandes & Baptista, Lda. (importer, retailer, wholesaler, commission merchant), Ave. Dr. Salazar, or P.O. Box 5, Quelimane. WTDR 2/13/63.

NORWAY—Bingo and similar games for clubs. N.W. Damm & Son (importing distributor), 6 O. Slottsgate, Oslo. WTDR 1/30/61.

PHILIPPINES—Toys and novelties. Servando's Department Store & Nalco Press (importer, retailer, printer), P.O. Box 11, Araneta St., Bacolod City. WTD 3/22/63.

SWEDEN—Toys. Direct purchase and agency. Broderna Ivarsson AB (manufacturer, wholesaler, agent), Osby. WTD 3/13/63.

395 Pens, Pencils, Other Office Materials

EL SALVADOR—Ballpoint pens; requests replies in Spanish. Exclusive distributorship for El Salvador. Almacén "De Luxe," Lucio Chavez h. y Cia. (notions store), 2a Avendia Sur No. 209, or P.O. Box 701, San Salvador. WTD 9/14/62.

● 5,000 typewriter ribbons. Tender No. 91(63), bid deadline June 14. Proveedor General de la Republica, San Salvador. Specifications in Spanish.★ (WO 7-3518).

FRANCE—Drafting boards, paper, pencils, good quality. Direct purchase and agency. Universal-Graphic (wholesaler, selling agent), 47 rue de la Concorde, Toulouse, Haute-Garonne. WTD 5/11/62.

Office supplies. Direct purchase and agency. Service Bureau Service (importer, dealer), 10 rue du Fg. Poissonniere, Paris 10.

Engineering supplies, lettering sets. Direct purchase and agency. Universal-Graphic (wholesaler, selling agent), 47 Rue de la Concorde, Toulouse, Haute-Garonne. WTD 5/11/62.

ITALY—Artists' materials and supplies. Eliotecnica Gervasi (retailer, exporter), Viale Regina Margherita 7, Trapani.

396 Costume Jewelry, Novelties, Buttons, Notions

CYPRUS—Jewelry, base metal, men's, women's and children's. Direct purchase and agency. Th. Kythreotis Trading Firm (importer, wholesaler, commission agent), 24 Perdios St., Nicosia. WTD 3/22/63.

Men's cufflinks and tiebars. Direct purchase and agency. Th. Kythreotis Trading Firm (importer, wholesaler, commission agent), 24 Perdios St., Nicosia. WTD 3/22/63.

GERMANY—Buckles for automobile safety belts. Wilhelm Krawehl (importer, exporter), Muehlenstrasse 76, Pinneberg. WTD 2/11/63.

Knitting needles, crochet hooks, zippers. Direct purchase and agency; requests replies in German. Gethmann Nachf. GmbH, (wholesaler), 13 Siegsstrasse, 5900 Siegen/W. WTD 4/9/63.

PHILLIPINES—Ladies accessories, including costume jewelry. Servando's Department Store & Nalco Press (importer, retailer, printer), P.O. Box 11, Araneta St., Bacolod City. WTD 3/22/63.

SOUTH AFRICA—Artificial flowers particularly wreaths; requests replies from

manufacturers only. Direct purchase and agency. Sherwood Pottery (Pty.), Ltd. (importing distributor), P.O. Box 38, Durbanville, C.P. WTD 3/11/63.

399 Manufacturing Industrial Products

AUSTRALIA—Bar accessories (shakers, corkscrews, swizzle sticks, mats); outdoor barbeque accessories (long handled cooking cutlery and salt shakers, spits). Viscount Developments Pty., Ltd. (importer), 112-114 Cascade St., Paddington, Sydney, N.S.W.

Drug store type novelty items and goods; toilet articles, except cosmetics. Direct purchase and agency. Overseas Optical Products Pty., Ltd. (importing distributor, manufacturer), 41-43 Weston St., Brunswick, Melbourne, Victoria. WTD 1/17/63.

Mechanical-electrical, grain aeration, grain temperature measuring, dust collection, grain drying equipment, moisture meters, fumigants associated with bulk grain silos; also interested in other handling equipment that may be used with advantage in handling grain in bulk on large scale basis. South Australian Co-operative Bulk Handling, Ltd., 185 Victoria Square, or Box 1568 M, G.P.O., Adelaide.

ECUADOR — Linoleum; correspondence preferred in Spanish. A. y R. Saman (importer), Calle 10 de Agosto No. 401, P.O. Box 4502, Guayaquil. WTD 3/28/63.

FRANCE—Novelty articles; religious articles. Requests replies in French. Comptoir General de la Bimploterie (wholesaler), 4/6 rue des Haundriettes, Paris 3e.

Brush articles. Requests replies in French. Comptoir General de la Bimbloterie (wholesaler), 4/6 rue des Haudriettes, Paris 3e.

Novelty gadgets; correspondence preferred in French. Direct purchase and agency. Ets. Ansi (importer, dealer), 6, rue Chicogne, Rennes (I. & V.).

Smoking articles, gifts, souvenirs. Comtoir Interregional de Diffusion (importer, dealer), 98-100 rue Nationale, Boulogne s/Mer, Pas-de-Calais.

Pinbal machines. Direct purchase and agency. S.A.I.E.M. Societe d'Applications Industrielles Electro-Mecaniques (importer, agent), 75-75bis rue Lamarck, Paris 18.

ITALY—Giftware and novelty merchandise. Requests catalogs and price lists. Organizzazione Grandi Magazzini Dott. A. Pesce (wholesaler, retailer and importer), Via Etnea 321, Catania.

Chemical products for tanning, leather and fur, industry. Direct purchase and agency. Angelo Vandoni (agent), Via Pastorelli 13, Milan. WTD 1/9/63.

Miniature outdoor golf course. Requests illustrated catalogs showing design of course, equipment, accessories and prices. Co.Si.Tur. S.p.A., Compagnia Siciliana Turismo (hotel owner), Via Notabartolo 5, Palermo.

PHILIPPINES—Gift items. Servando's Department Store & Nalco Press (importer, retailer, printer), P.O. Box 11, Araneta St., Bacolod City. WTD 3/22/63.

SOUTH AFRICA—Religious articles, crucifixes, statues, rosaries. The Catholic Bookshop (importing distributor), 7 Hope St., Cape Town.

SWITZERLAND—Advertising gifts of all kinds, preferably novelties, good quality and adjusted to metric system; in case of barometers, and related products, to Celsius; preferably German texts should appear on advertising specialities. Direct purchase and agency. Unicommerce Basel A. G. (importer, wholesaler), Lindenhofstrasse 20, Basel. WTD 12/28/62.

505 Raw Material Farm Products

FRANCE—Raw cotton. Requests replies in French. Delebart-Mallet Fils (manufacturer), 90 rue des Stations, Lille (Nord).

HONG KONG—Raw cotton. Genial Development Co., Ltd. (importer, exporter), 601 Oi-Kwan Bldg. WTD 5/24/62.

509 Wholesaler Products

FRANCE—Abrasive scrap metals, particularly tempered steel shots, hardness: 50 rockwell C. Baudier & Fils (manufacturer, exporter, importer), Senecourt, par Liancourt, Oise. WTD 1/62.

732 Consumer Credit Reporting Agencies

MOROCCO—Seeks association with U.S. credit card system; copy of firm's 1963 general tariff available on loan from Trade Opportunities Staff, BDSA-111, Room 4319, Dept. of Commerce, Wash. 25, D.C. (WO 7-4675). Maroc Tourist (operator of chain of hotels), 4 Rue Alfau, Tetuan.

International Representation

The firms listed below are interested in representing U.S. firms in the areas indicated. Exclusive distributorship for these commodities is wanted only if specified.

200 Food

LIBERIA—Foodstuffs. Breckwoldt & Co. (Liberia) Ltd. (commission agent) P.O. Box 216, Monrovia. WTD 5/6/63.

201 Meat Products

SPAIN—Frozen poultry. Interpiensos, S.A. (importer, exporter, wholesaler, manufacturer), Daoiz 17, Las Palmas de Gran Canaria.

TRINIDAD—Frozen poultry products, whole and in parts; frozen pork products and pickled pork products in brine. Federated Agencies (manufacturers' representative, general commission agent) 24 Frederick St., Port of Spain. WTD 4/19/63.

203 Canning, Preserving Foods

FRANCE—Canned goods: canned crab meat; canned salmon; canned lobsters; canned fruits of various types in syrup. Lucien Ferret (sales agent, distributor), 10 Rue Saint-Antoine du T., Toulouse, Haute-Garonne. WTD 12/2/61.

205 Bakery Products

ITALY—First grade cookies. Giuseppe Grasso (sales agent, distributor), Via Serretto 45 Fondi, Genova.

207 Confectionery, Related Products

SWEDEN—California shelled almonds. Sven Schalin AB (importer), Rasundavagen 64, Solna. WTDR 4/11/62.

208 Beverage Industries

GREECE—Whiskey. E. G. Caracatsanis (sales agent), 19 Theodoraki St., Rhodes Island, Dodecanese. WTD 5/8/63.

ITALY—Beer. Giuseppe Grasso (sales agent, distributor), Via Serretto 45 Fondi, Genova.

209 Food Preparations

GREECE—Edible soyabean oil, refined, deodorized, max. 0.1% SFA, packed in used drums of approx. 180 kilos and in new drums of 26 kgs. E.G. Caracatsanis (sales agent), 19 Theodoraki St., Rhodes Island, Dodecanese. WTD 5/8/63.

MOROCCO—Crude linseed, cottonseed, and soybean oils. Genco-Maroc (importers and commission agents), 433, Boulevard Mohammed V, Casablanca. WTD 8/2/62.

220 Textile Mill Products

CYPRUS—Clothing material for men's suits, all kinds including wash and wear; clothing material for women's dresses, all kinds; cotton rayon mixtures; cotton broad-woven fabrics; rayon fabrics; silk fabrics; shirtings, colored yarn, carded; shirtings, jacquard, grey-dobby, fine; shirtings, plied yarn fabric, spun rayon. Direct purchase and agency. Th. Kythreotis Trading Firm (importer, wholesaler, commission agent), 24 Perdios St., Nicosia. WTD 3/22/63.

ECUADOR—Wool, cotton, rayon, and silk textiles; requests sample books or swatches of materials. Almacenes Horra (importer, distributor), P.O. Box 2395, Quito.

FRANCE—Cotton fabrics. Intercom (importer and exporter), 21 rue d'Aboukir, Paris 2e. WTD 3/25/63.

Waterproof gabardines, foamback fabrics nyl-coat fabrics. Intercom (importer, exporter), 21 rue d'Aboukir, Paris 2e. WTD 3/25/63.

GERMANY—Fabrics and linen goods. Exclusive distributorship on a commission-fee basis. Theodor Kaupa (sales agent), 2 Hans-am-Ende-Weg, Bremen-Oberneuland. WTD 2/20/63.

SOUTH AFRICA—Textiles: cotton dress materials and rayon dress materials printed or plain; novelty dress materials; materials for the manufacture of women's underwear; shirting materials, plain and fancy; sportswear materials for men's and women's garments; taffeta, plain 180" denier; satin and duchess satin; draperies, printed curtainings; draperies, and household lines; upholstery materials for the manufacture of settees, studio couches, covering of chairs. Raymond & Marshall Ltd. (manufacturers' representative handling textiles), 507 Ottawa House, 94 President St., Johannesburg. WTD 5/6/63.

SWEDEN—Swans' down slippers; requests replies from manufacturers only. Harald Swedberg AB (importer), Dobelnsgatan 16 A, Stockholm Va. WTDR 2/1/63.

221 Broad Woven Fabric, Cotton

NETHERLANDS—Raw materials for textile printing industry. G. C. Rutteman & Co. (importer, wholesaler, exporter, agent), 132 Meent, Rotterdam-1, or P.O. Box 969, Rotterdam. WTD 4/26/63.

224 Cotton, Wool, Silk, Manmade Fiber

BELGIUM—All types of textile fabrics: wool, rayon, Nylon, cotton. Mr. Raymond David (agent), 36 rue Dautzenberg, Brussels. WTD 5/7/63.

225 Knitting Mills

GREECE—Nylon stockings, low priced. E.G. Caracatsanis (sales agent), 19 Theodoraki St., Rhodes Island, Dodecanese. WTD 5/8/63.

229 Textile Goods

FRANCE—Supplies for hat-making industries. Giuseppe Grevi (commission merchant), 13 rue Richer, Paris 9. WTD 4/2/63.

SOUTH AFRICA—Embroidered cotton, nylon, dacron mixed fabrics; for manufacture of women's underwear and blouses; requests replies from manufacturers only. Walter Hirsch (manufacturers' agent) P.O. Box 3802, Cape Town.

230 Apparel

FRANCE—Men's shirts, knitted wear and ready-to-wear for men and women. Requests replies in French. Intertextyl—Syma (wholesaler, exporter), 105 ave. Parmentier, Paris 12e.

GERMANY—Clothing, towels and house furnishings. Exclusive distributorship on a commission fee basis. Theodor Kaupa (sales agent), 2 Hans-am-Ende-Weg, Bremen-Oberneuland. WTD 2/20/63.

232 Men's Youths', Boys' Furnishings, Work Clothing

TRINIDAD—Men's ready-to-wear apparel. Dr. C. Launcelot Brown (agent), 110 Frederick St., Port of Spain. WTD 4/26/63.

233 Women's, Misses', Juniors' Outerwear

TRINIDAD—Ladies' and children's ready-to-wear dresses. Requests replies from manufacturers only. Dr. C. Launcelot Brown (agent), 110 Frederick St., Port of Spain. WTD 4/26/63.

234 Women's, Misses', Children's, Infants' Undergarments

BELGIUM—Ready made ladies' wearing apparel, outer and underwear; requests replies from manufacturers only. Mr. Raymond David (agent), 36 rue Dautzenberg, Brussels. WTD 5/7/63.

FRANCE—Women's lingerie, foundation garments, bathing suits. Requests replies in French. Intertextyl—Syma (wholesaler, exporter), 105 ave Parmentier, Paris 12e.

239 Fabricated Textile Products

SPAIN—Canvas products. Toldos Cartago (manufacturer), Antonio Lopez 66, Madrid 19.

240 Lumber, Wood Products

ITALY—Douglas fir, hemlock, pitch pine lumber; black walnut veneer logs. Exclusive agency. Bino Barbi (importer, wholesaler, sales agent, exporter), Piazza Venezia 1, P.O. Box 1221, Trieste. WTDR 3/8/63.

251 Household Furniture

FRANCE—House furniture of attractive and modern types, not including seats; correspondence preferred in French. Les Fabrications Tab (manufacturer), Oloron-Sainte-Marie, Basses-Pyrenees. WTD 3/28/61.

264 Converted Paper, Paperboard Products

BELGIUM—Nylon, dacron and polyethylene bags used in chemical industries, and for filtration purposes. Requests replies from manufacturers only. Germakne Van Reusel (commission merchant) 13a Schulstraat, Antwerp. WTD 3/27/63.

ITALY—Wallpaper and fabric for interior decorating; requests replies from manufacturers only. Exclusive agency. Francesco Rubini (manufacturer), Viale Scalo San Lorenzo 31/A, Rome.

266 Building Paper, Building Board Mill Products

ITALY—Acoustic insulating materials used in theaters; requests replies from manufacturers only. Exclusive agency. Francesco Rubini (manufacturer), Viale Scalo San Lorenzo 31/A, Rome.

280 Chemicals

FRANCE—Chemical products and raw materials for industrial and maintenance purposes, for utilization by textile, paper, glass, paint, and food industries, by metal-plating plants and related esablishments, including the following: caustic soda solvents; detergents; sulphates (copper, iron, and nickel); carbonates, and acids of all types; has adequate warehousing facilities and appropriate equipment for handling liquid chemicals. Exclusive agency for southwest France. Jarach Etablissements (wholesaler, sales agent, distributor), 108 Rue du Velodrome, Cauderan, Gironde. WTD 3/25/63.

ITALY—Fire clay, coloring earth, pearlite, lampblack, synthetic rubber, chemical products, turpentine, and titanium oxide. Agency with financial responsibility if desired. Temacielo Shipping Agency (forwarded, sales agent), 7/3 Via S. Agnese, Genoa.

MOROCCO—Polycarbonate; requests replies from manufacturers only. Correspondence preferred in French Italian. Cerboli S.A.R.L. (manufacturer's agent), 31 Boulevard Hassan Seghir, Casablanca. WTDR 1/11/63.

SOUTH AFRICA—Raw materials and chemicals as used in paint, plastic and rubber industries; requests replies from manufacturers only. A. Blomson (manufacturers agent), P.O. Box 3920, Cape Town, WTDR 5/22/62.

281 Industrial Chemicals

FRANCE—Granulated fertilizers, complete products of good quality, for agriculture, nurseries, gardens and lawns, in 50 kilograms (110.2 lbs.) bags; correspondence preferred in French. Societe le Fertiligone (manufacturer, wholesaler, exporter, distributor), Rue Marcel-Delattre, Begles, Gironde. WTD 2/14/63.

NETHERLANDS—Chemicals for paper industry; raw materials for lacquers and paints industry; raw materials for glue industry; raw materials for soap industry. G. C. Rutteman & Co. (importer, wholesaler, exporter, agent), 132 Meent, Rotterdam-1, or P.O. Box 969, Rotterdam. WTD 4/26/63.

282 Plastics Materials, Other Manmade Fibers

GERMANY—Foam rubber and other materials used for upholstered furniture; requests replies in German. Herbert Diehring (manufacturer's agent), 2 Platanenhof, 41 Duisburg. WTD 2/19/63.

GREECE—Polyethylene, polystyrene and acetate, first and second grade for use as stocklot material; polyethylene monofilament waste. Angel Tsambatos (sales agent), 8 Ploutonos St., Athens.

NETHERLANDS—Raw materials for synthetic resin industry. G. C. Rutteman & Co. (importer, wholesaler, exporter, agent), 132 Meent, Rotterdam-1, or P.O. Box 969, Rotterdam. WTD 4/26/63.

283 Drugs

CEYLON—Drugs, chemicals and other medical supplies to tender to Ceylon Government for its requirements of medical supplies. Manampery Industries (importing distributor, sales agent), 50 General's Lake Rd., Colombo 2. WTD 6/25/52.

ECUADOR—Pharmaceutical products; requests replies from manufacturers only. Centro Farmaceutico Marzo & Cia. (importer) Luque No. 714, P.O. Box 124, Guayaquil. WTD 12/26/62.

PAKISTAN—Pharmaceutical drugs; antibiotics; chloramphenical and tetracycline capsules, syrups, and powders; penicillin, streptomycin, dehydrostreptomycin, and streptopenicillin injections and preparations; chloroquine diphosphate injections. Modern Trading Co. (importing distributor, commission agent), 63 Nisbet Rd., or P.O. Box 284, Lahore. WTD 7/30/62.

284 Soap, Detergents, Cleaning Preparations, Perfumes, Cosmetics

FRANCE—Toilet articles and miscellaneous manufactured articles sold in pharmacies and small shops; perfumes; health and dietetic products. Requests replies in French. Office Commercial Pharmaceutique (wholesaler), 24-28 rue des Ardennes, Paris 19e.

285 Paints, Varnishes, Lacquers, Enamels

TRINIDAD—Paints, to be used for interior and exterior decorating on commercial buildings, and household purposes. Dr. C. Launcelot Brown, (agent); 110 Frederick St., Port of Spain. WTD 4/26/63.

289 Chemical Products

FRANCE—Floor adhesives, crack-fillers, plastic cement, resurfacing compounds; requests replies from manufacturers only in French. Robert Laborde Ets. (wholesaler, commission merchant, selling agent, distributor), 28 Rue Duregne, Arcachon, Gironde. WTD 5/10/61.

ITALY—Carpenter's special glues and other materials for wood working; requests replies from manufacturers only. Exclusive agency. Francesco Rubini (manufacturer), Viale Scalo San Lorenzo 31/A, Rome.

307 Plastics Products

FRANCE—Mechanical and electrical spare parts, preferably in plastic of a novel character for the European market. Ofeurco—Office Europeen de Cooperation Technique Commerciale & Financiere (agent), 149 Avenue Victor Hugo, Paris 16e.

ITALY—Semifinished, finished plastics products used in house construction; plastic furnishings, accessories for homes; particularly patented items. Exclusive agency for Italy or for central and southern Italy. Dottor Mario Padovani (agent), 34 Corso d'Italia, Rome.

Plastic plating for interior decorating; requests replies from manufacturers only. Exclusive agency. Francesco Rubini (manufacturer), Viale Scalo San Lorenzo 31/A, Rome.

310 Leather, Leather Products

SOUTH AFRICA—Leather grindery, all types of leather, shoe findings and supplies, plastic materials for the production of shoes. Requests replies from manufacturers only. N. Bellstedt & Co. (Pty.) Ltd. (manufacturers' representative, importing distributor), Queens House, Queen St., or P.O. Box 1668, Durban.

312 Industrial Leather Belting and Packing

SOUTH AFRICA—Oil seals; requests replies from manufacturers only. W.M. Engineering Agencies (Pty.) Ltd. (manufacturers' representative), P.O. Box 11469, Johannesburg. WTD 5/2/63.

317 Handbags, Other Personal Leather Goods

FRANCE—Supplies for hand-bag making. Giuseppe Grevi (commission merchant), 13 rue Richer, Paris 9. WTD 4/2/63.

323 Glass Products, Made of Purchased Glass

GREECE—Table glassware. E.G. Caracatsanis (sales agent), 19 Theodoraki St., Rhodes Island, Dodecanese. WTD 5/8/63.

327 Concrete, Gypsum, Plaster

FRANCE—Building materials and supplies for construction, preferably under patent protection. Ets. Ceramiques & Agricoles Pierre Gilson (manufacturer) Campagne-lez-Wardrecques (Pas-de-Calais).

329 Abrasive, Asbestos, Nonmetallic Mineral Products

FRANCE—Glasses polishing wheels, ordinary and automatic types; requests replies in French. Exclusive agency. Briot & Cie (manufacturer, dealer) 41 rue Camille Randoing, Elbeuf (Seine Maritime).

330 Primary Metal Industries

NETHERLANDS—All kinds of material for aircraft and aircraft repair work including hardware and system units. Compro Inc. (manufacturer's agent, commission merchant), 41 Faurestraat, Bergen op Zoom. WTD 4/25/62.

SPAIN—Steel mill products; exclusive agency, requests replies from manufacturers only. Ricardo Mont Mata (importer, exporter), Avda. Puerta del Angel 40, 3°, Barcelona 2.

331 Steel Mill Products

FRANCE—Iron and steel products, tinplate, black iron, metal containers; correspondence preferred in French. Ets. Edmond Trouet & Cie (importer, dealer), 12 quai de Bercy, Charenton-le-Pont (Seine). WTD 12/12/61.

INDIA—Special tool and alloy steels such as high speed steels and high carbon steels; requests replies from manufacturers only. North Eastern Agencies (commission merchant), Faraday House, P-17 Mission Row Extension, Calcutta 13. WTD 3/29/63.

335 Rolling, Drawing, Extruding of Nonferrous Metals

BELGIUM—Special metals used in the electronic industry; requests replies from manufacturers only. Cacermet S.A. (importer, agent), 39 Avenue de Vossem, Sterrebeek. WTD 5/7/63.

336 Nonferrous Foundries

SWEDEN—Brass rods, sheets, strips, tubes, circles. Requests replies from manufacturers only. AB Ingeniorsfirman Axel Philip (importer, exporter), Sturegatan 16. WTD 11/14/62.

342 Cutlery, Handtools, General Hardware

BELGIUM—Impact wrenches, pneumatic. Requests replies from manufacturers only. Exclusive agency. Etablissements R. Monoyer S.A. (importer, wholesaler, exporter) 544-546, chaussee de Waterloo, Brussels. WTD 10/5/62.

ECUADOR—Kitchenware, and other household utensils and wares; requests illustrated material, or catalogs. Almacenes Horra (importer, distributor), P.O. Box 2395, Quito.

FRANCE—Gadgets of a novel character for department stores and hardware shops. Herald (importer, dealer), 8 rue de la Michodiere, Paris 2e.

GERMANY—Springs for upholstered furniture and automobiles; hardware for sofas; upholstery stapling guns; requests replies in German. Herbert Diehring (manufacturer's agent), 2 Platanenhof, 41 Duisburg. WTD 2/19/63.

RHODESIA, NYASALAND—Hand tools, medium priced. Indent agency for Rhodesia and Nyasaland. Roy Hawkins & Co. (Pvt.) Ltd. (importer, wholesaler, manufacturers' representative), P.O. Box 3083, Salisbury, Southern Rhodesia. WTD 3/22/63.

SARAWAK—Locks and latches and door fixtures; also padlocks and door-closers; exclusive agency; requests replies from manufacturers only. Mr. Chen Jun Li, Guthrie & Co. Ltd. (importer, wholesaler, agent, exporter), P.O. Box 401, Kuching, Sarawak. WTD. 3/8/63.

SWEDEN—Hand tools; requests replies from manufacturers only. Ahlstroms Generalagentur (importer, sales agent), Fack, Enskede 7 or Muskogatan 8, Svedmyra. WTD 4/26/62.

343 Non-Electric Heating Apparatus, Plumbing Fixtures

BELGIUM—All kinds of domestic and industrial oil burners using light, heavy and very heavy fuel oil; requests replies from manufacturers only. Etablissements Arenos (agent), 19 Place du Rinsdelle, Bruxelles. WTD 5/7/63.

NORTHERN IRELAND—Residential and industrial oil burning central heating units. Peter Macfarlane & Son Ltd. (engineer, agent and distributor), 23/27 Cupar St., Belfast 13.

344 Fabricated Structural Metal Products

BELGIUM—Aluminum dowel pins for fastening window frames; requests replies from manufacturers only. L. & A. D'Haeyere S./A. (importer) 162 Ave. L. Gribaumont, Brussels. WTD 3/28/63.

BRUNEI—Aluminum window frames, aluminum and brass door fittings, including locks and accessory door fixtures; also door moldings and corner pieces; exclusive agency, requests replies from manufacturers only; CIF Brunei prices, catalogues and specifications. Mr. Ross, Borneo Co. Ltd. (importer, wholesaler), Brunei Town, State of Brunei. WTD. 3/7/63.

FRANCE—Outdoor metal work. Societe A. Salles & Fils (manufacturer), 92 rue de la Bruyere, Poissy (Seine & Oise). WTD 3/19/63.

350 Machinery, Except Electrical

MOZAMBIQUE—Agricultural and industrial machinery. Tenica Industrial, Lda. (importer, retailer and agent), Rua Consiglieri Pedroso, 116-120 or P.O. Box 1621, Lourenco Marques. WTD 6/5/61.

351 Engines, Turbines

NORWAY—Hydraulic components for tractors, crawlers, and agricultural machinery. Requests replies from manufacturers only. Olsen & Gronvold (manufacturer's agent) 2 Karl Johansgate, Oslo. WTD 11/28/62.

SARAWAK—Outboard motors, up to 60 H.P. Exclusive agency; requests replies from manufacturers only. Mr. Chen Jun Li, Guthrie & Co. Ltd. (importer, wholesaler, exporter), P.O. Box 401, Kuching, Sarawak. WTD 3/8/63.

SOUTH AFRICA—Industrial diesel engines from 4 to 60 h.p.; requests replies from manufacturers only. W.M. Engineering Agencies (Pty.) Ltd. (manufacturers' representative), P.O. Box 11469, Johannesburg. WTD 5/2/63

352 Farm Machinery

CYPRUS—Trucks, farm and feed, not motor; trucks, feed, farm equipment; truck racks, farm. Asprides and Cacoyiannis Ltd. (importer, wholesaler, commission agent), P.O. Box 704, Nicosia. WTD 4/2/63.

SPAIN—Heavy and light agricultural machinery and spare parts. Requests replies in Spanish. Francisco Caparros Rodriguez (commission agent), Avda. Doctor Esquerdo 219, Madrid 7.

353 Construction, Mining, Materials Handling Machinery

CYPRUS—Bulldozers, tractor mounted; drilling machines, deep-hole; earth moving equipment; machinery, road construction; tractors, industrial, gasoline; tractors, industrial, storage battery; tractors, motor truck, civilian. Asprides and Cacoyiannis Ltd. (importer, wholesaler, commission agent), P.O. Box 704, Nicosia. WTD 4/2/63.

SPAIN—Construction machinery, supplies and spare parts. Requests replies in Spanish. Juan Puch Hidalgo (agent) Reyes 13, 6°, Madrid 8.

354 Metalworking Machinery

BELGIUM—Automatic screw machines for dowel pins. L. A. D'Haeyere, S.A. (importer), 162, Ave. L. Gribaumont, Brussels. WTD 3/28/63.

BELGIUM—Pneumatic and electric boring machines; exclusive agency. Etablissements R. Monoyer S.A. (importer, wholesaler, exporter, indent agent), 544-546, chaussee de Waterloo, Bruxelles. WTD 10/5/62.

CANADA—Small electric tools suitable for department store and department store outlets, good quality in low to medium price range; exclusive Canada-wide basis preferred. A.A. Deyong Ltd. (wholesale distributor and importer), 2717 West Broadway, Vancouver 8, B.C. WTD 9/26/62.

GREECE—Electric hand tools, small electric hand tools for wood and metal working. Panayiotis Petridis (agent, exporter), 1 Apellou St., Athens 111. WTD 3/19/63.

ITALY—Machine tools; requests replies from manufacturers only. Dr. E. Mozzoni (agent-representative), 99 via Montebello, Rome.

RHODESIA, NYASALAND—Electric tools, medium priced. Indent agency for Rhodesia, and Nyasaland. Roy Hawkins & Co. (Pvt.) Ltd. (importer, wholesaler, manufacturers' representative), P.O. Box 3083, Salisbury, Southern Rhodesia. WTD 3/22/63.

355 Special Industry Machinery

FRANCE—Machines for working plastic eyeglass frames; automatic machines for

cutting glass from patterns and designs. Exclusive agency; requests replies in French. Briot & Cie (manufacturer, dealer), 41 rue Camille Randoing, Elbeuf (Seine Maritime).

INDONESIA—Printing equipment. Khoe Hak Lip & Co. (commission agent), 2 Djalan Makian, Djakarta. WTD 4/18/61.

ITALY—Woodworking tools; requests replies from manufacturers only. Dr. E. Mozzoni (agent-representative), 99 Via. Montebello, Rome.

SWITZERLAND—Textile machinery and testing instruments. Wild & Co. Richterswil (manufacturer, importer, exporter, agent), Gartenstrasse 19, Richterswil/ZH.

356 General Industrial Machinery

ECUADOR—Overhead sprinkler irrigation system. Harry M. Crawford, S.A. (importer), Calle General Elizalde 113, P.O. Box 324, Guayaquil. WTD 3/22/63.

FRANCE—Hot air blowing instruments. Exclusive agency; requests replies in French. Birot & Cie (manufacturer, dealer) 41 rue Camille Randoing, Elbeuf (Seine Maritime).

Separators. Requests replies in French. Exclusive agency. Ets. Henri Dagot (importer, dealer, agent), 26 rue des Fosses Saint-Bernard, Paris 5e. WTD 2/13/62.

SOUTH AFRICA—Hermetically sealed compressors. Amrho International (manufacturers' representative), 813 Reinsurance House, Commissioner St., Johannesburg. WTD 1/21/63.

Portable compressors with an output of up to 40 cfm.; ball and roller bearings; engine bearings; centrifugal pumps both single and multi-stage; requests replies from manufacturers only. W. M. Engineering Agencies (Pty.) Ltd. (manufacturers representative), P.O. Box 11469, Johannesburg. WTD 5/2/63.

357 Office, Computing, Accounting Machines

ECUADOR—Typewriters, non-electrical. Almacenes Horra, P.O. Box 2395, Quito.

358 Service Industry Machines

AUSTRALIA—Low temperature refrigeration equipment. Mr. Stanley Williams (manufacturer's agent), 147 Pacific Highway, Hornsby, N.S.W.

FRANCE—Small equipment, tools, accessories for use by artisan workers and small enterprises engaged in floor covering and related work, such as: light-duty floorscrapers, sanders and polishers, grinders for concrete surfaces; hand-tools and other implements; requests replies from manufacturers only in French. Robert Laborde Ets. (wholesaler, commission merchant, selling agent, distributor), 28 Rue Duregne, Arcachon, Gironde. WTD 5/10/61.

SARAWAK—Air conditioners, a.c., 220-230 volts, 50 cycles, 3-pronged plugs; 1½ to 2 H.P. Exclusive agency; requests replies from manufacturers only. Mr. Chen Jun Li, Guthrie & Co. Ltd., (importer, wholesaler, exporter), P.O. Box 401, Kuching, Sarawak. WTD 3/8/63.

360 Electrical Machinery, Equipment

CANADA—Industrial electronic instruments and controls, such as gauges, counters, recorders; electrical appliances and equipment; requests replies from manufacturers only for products and equipment meeting requirements of Canadian Standards Assn. Agency for Ontario and Quebec. John P. Hogan (manufacturer's agent), P.O. Box 8 or 181 Church Ave., Willowdale, Ontario. WTD 4/11/63.

ENGLAND—All types of electric equipment; educational demonstration equipment; requests replies from manufacturers only, for products complement present lines; will test, sell, service and stock spare parts. Mr. B. Cabena, Eccleston Electronics (manufacturer), 146A Cotham Rd., Kew E.4, Victoria.

362 Electrical Industrial Apparatus

FRANCE—Welders for use in the optical industry. Exclusive agency; requests replies in French. Briot & Cie (manufacturer, dealer), 41 rue Camille Randoing, Elbeuf (Seine Maritime).

Magnetic brakes. Requests replies in French; exclusive agency. Ets. Henri Dagot (importer, dealer, agent), 26 rue des Fosses Saint-Bernard, Paris 5e. WTD 2/13/62.

SWEDEN—Electric components; requests replies from manufacturers only. Svenska AB Oltronix (importer, exporter, manufacturer), Jamtlandsgatan 125, Vallingby (near Stockholm). WTDR 3/20/63.

363 Household Appliances

CANADA—Small household electric appliances, good quality in low to medium price range preferred; exclusive Canada-wide basis. A. A. Deyong Ltd., (wholesale distributor & importer), 2717 West Broadway, Vancouver 8, B.C. WTD 9/26/62.

ECUADOR—Household electrical appliances, particularly electric irons, and electric ovens, kerosene and gasoline fired stoves, table or floor models and sewing machine, non-electrical; requests illustrated catalogs. Almacenes Horra, P.O. Box 2395, Quito.

GREECE—Electric motors for washing machines, 1450 r.p.m., ⅙ h.p. with 0.09 kg. momentum and ¼ h.p. with 0.32 kg. momentum; on and off switches for washing machines and refrigerators; electric range switches for electric cookers; compressors for domestic refrigerators, ⅙ and ⅛ h.p.; condensers and evaporators for domestic refrigerators; contact type thermostats for water heaters, refrigerators, and electric ranges; requests replies from manufacturers only. Commission agency. Greek Affairs Trading Co., Ltd. (sales agent, importer, wholesaler), 23 Philellinon St., Athens. WTD 3/14/63.

PERU—Blenders, electric stoves, refrigerators, vacuum cleaners, heaters, electric fans, and electrical material in general; electrical requirements: 220 volts, 50 cycles. Requests replies in Spanish. La Casa De Los Radios S.A. (importer, wholesaler, retailer), Mercaderes 208, Casilla 374, Arequipa. WTD 4/15/63.

Electrical home appliances, such as refrigerators, electric water heaters, gas water heaters, industrial sewing machines, gas stoves, kerosene stoves and other household and kitchen appliances; electrical requirements: 220 volts, 50 cycles. Requests replies in Spanish. Velso Comercial Importadora S.A. (importer, wholesaler, retailer), Galerias Gamesa, Santo Domingo 115, Casilla 476, Arequipa. WTD-3/1/63.

364 Electric Lighting, Wiring Equipment

ECUADOR—Decorative lamps, bases and shades, for bedroom (night and stand type), for living room use (table and floor lamp types). Almacenes Horra (importer, distributor). P.O. Box 2395, Quito.

365 Radio, Television Receiving Sets

ECUADOR—Radios; radiophonographs; record players; television receivers; requests illustrated catalogs. Almacenes Horra (importer, distributor), P.O. Box 2395, Quito.

NEW ZEALAND—Television sets and parts; requests replies from manufacturers only, has facilities in New Zealand for repairing and servicing. Agency for New Zealand and South Pacific area. The H.J. Ashton Company (importer, retailer, manufacturers' representative), 54 Turama St., or P.O. Box 2541, Auckland. WTD 10/4/61.

PARAGUAY—Portable or battery-operated television receivers; requests replies from manufacturers only with descriptive material and price lists. Irvine, Ray, and Cia., S.A. (importer), Paraguari 538, Asuncion.

PERU—Television sets, transistors radios, electric radios; electrical requirements: 220 volts, 50 cycles. Requests replies in Spanish. Velso Comercial Importadora S.A. (importer, wholesaler, retailer), Galerias Gamesa, Santo Domingo 115, Casilla 476, Arequipa. WTD 3/1/63.

Radios, record players, television sets, amplifiers 110-220. Requests replies in Spanish. La Casa De Los Radios S.A. (importer, wholesaler, retailer), Mercaderes 208, Casilla 374, Arequipa. WTD 4/15/63.

SARAWAK—Transistor radios, 3 to 5 bands, medium wave and shortwave, 8 transistors, earphones and accessories; exclusive agency; requests replies from manufacturers only; prices CIF Kuching at Malay. Mr. Chen Jun Li, Guthrie & Co. Ltd. (importer, wholesaler, exporter), P.O. Box 401, Kuching Sarawak. WTD 3/8/63.

367 Electronic Components

BELGIUM—All kinds of raw materials and spare parts used in the electronic industry; electronic equipment especially electronic diodes and transistors; requests replies from manufacturers only. Cacermet S.A. (importer, agent), 39 Avenue de Vossem, Sterrebeek. WTD 5/7/63.

FRANCE—Electronic components. Pizon Bros. S.A. (manufacturer, dealer), 18 rue de la Felicite, Paris 17. WTD 4/1/63.

Electromechanical and electronic equipment—all kinds. Erelec (manufacturer), 43 rue de l'Ancienne Mairie, Boulogne (Seine). WTD 2/27/62.

Electronic recording and indicating systems preferably of new types such as amplifiers, transformers, capacitors, connectors, potentiometers, transistors. S.A. Blet (importer dealer) 132 Faubourg St-Denis, Paris 10e.

369 Electrical Machinery, Equipment, Supplies

FRANCE—Electrical equipment—all kinds. Erelec (manufacturer), 43 rue de l'Ancienne Mairie, Boulogne (Seine). WTD 2/27/62.

Electrical supplies including cables and plugs. Send inquiries to Box 69, Trade Opportunities Staff BDSA-111, U.S. Dept. of Commerce, Wash. 25 D.C. (WO 7-4675).

ITALY—Electronic components such as relays, link fuses, link fuse carriers, signals, cold cathode valves, electronic tubes, semiconductors, photoelectric cells, potentiometers, neon lamps. Dott. Ing. Giuseppe De Mico (agent) Via Manzoni 31, Milan. WTD 4/12/63.

371 Motor Vehicles

BELGIUM—Wheel balancing weights, leads; tooling, garage equipment; exclusive agency. Requests replies from manufacturers only. Etablissement R. Monoyer S.A. (importer, wholesaler, exporter) 544-546, chaussee de Waterloo, Bruxelles. WTD 10/5/62.

Crash trucks, 8 to 10 tons. Requests replies from manufacturers only. S.A.C.A.B. - S.A. pour l'Industrie du Cuivre et de l'Aluminium en Belgique, 7-15 Ave. Emmanuel, Machelen. WTD 3/28/63.

ECUADOR—Automobile and truck spare parts, tires, batteries, and other related items. Herederos de M. A. Plaza S. (importer), P. Ycaza No. 222, P.O. Box 597, Guayaquil. WTD 5/8/63.

FRANCE—Automotive accessories; correspondence preferred in French. Henry Dulphy (agent), 29, rue de la Chapelle, Paris 18.

Small automobile accessories, for sale in sport shops or for automobile construction. Send inquiries to Box 71, Trade Opportunities Staff, BDSA-111, U.S. Dept. of Commerce, Wash. 25, D.C. (WO 7-4675).

ITALY—Automobiles. Agent or subagent for Sicily. Cav. Scalabrino & Figli M. & G. (wholesaler, agent, importer), Via G.B. Fardella 3, Trapani.

375 Motorcycles, Bicycles, Parts

ECUADOR—Bicycles, tricycles; requests illustrated catalogs and price lists. Almacenes Horra (importer, distributor), P.O. Box 2395, Quito.

380 Professional, Scientific, Controlling Instruments; Photographic, Optical Goods

SARAWAK—Copying machines, capable of reproducing full-size sketches and letters up to 16" x 34". Exclusive agency; requests replies from manufacturers only. Mr. Chen Jun Li, Guthrie & Co. Ltd. (importer, wholesaler, exporter), P.O. Box 401, Kuching, Sarawak WTD. 3/8/63.

381 Engineering, Laboratory, Scientific Instruments

BELGIUM—Gas analyzers, gas analyzing equipment. Exclusive agency; requests replies from manufacturers only. Etablissements R. Monoyer S.A. (importer, wholesaler, exporter) 544-546 chaussee de Waterloo, Bruxelles. WTD 10/5/62.

Measuring instruments for electronics, electric, research laboratories, nuclear physics. Exclusive agency; requests replies from manufacturers only. S.P.R.L. Drua (importer, agent) 205 Ave. Van Volxem, Brussels 19. WTD 3/28/63.

382 Instruments for Measuring, Controlling, Indicating Physical Characteristics

FRANCE—Electric instruments and devices such as durometers, speed-indicators, tachometers, altimeters, manometers and barographs. S.A. Blet (importer, dealer) 132 Faubourg St-Denis, Paris 10e.

383 Optical Instruments, Lenses

FRANCE—Frontocometers to be used in optical industry. Exclusive agency; requests replies in French. Briot & Cie (manufacturer, dealer) 41 rue Camille Randoing, Elbeuf (Seine Maritime).

384 Surgical, Medical, Dental Instruments, Supplies

GREECE—Dental instruments and apparatus: units, chairs, air turbines; X-ray apparatus; surgical instruments (forceps, scissors,) and surgical apparatus (operating tables, operating lamps); requests replies from manufacturers only. Commission agency. Greek Affairs Trading Co., Ltd. (sales agent, importer, wholesaler), 23 Philellinon St., Athens. WTD 3/14/63.

SINGAPORE—Dental preparations, dental pharmaceuticals, cements, and dental electrical appliances; Exclusive agency, requests replies from manufacturers only. Mr. Cheong E. Peng, Eastern Dental Supply Co. Ltd. (importer, wholesaler, exporter, retailer), 375 North Bridge Rd., Singapore 7. WTD 2/28/63.

SOUTH AFRICA—Surgical suture materials; catgut including a-traumatic sutures with a single needle, also with needles at both ends; sterilized linen suture; sterilized monofilament nylon suture; sterilized nylon plaited suture; sterilized twisted silk suture, sterilized plaited silk suture; sterilized wire suture; requests replies from manufacturers only. Surgix (Pty.) Ltd. (manufacturers' agent), 301 Kew Gardens, Regent Road, Sea Point, Cape Town. WTDR. 10/4/62.

TRINIDAD—Dental material. Dr. C. Launcelot Brown (agent), 110 Frederick St., Port of Spain. WTD 4/26/63.

386 Photographic Equipment, Supplies

ENGLAND—Demonstration equipment for use in schools; requests replies from manufacturers only for products to complement present lines; will test, sell, service and stock spare parts. Mr. B. Cabena, Eccleston Electronics (manufacturer), 146A Catham Rd., Kew E.4, Victoria.

FRANCE—Photographic equipment and supplies; requests replies in French. Office Commercial Pharmaceutique (wholesaler), 24-28 rue des Ardennes, Paris 19e.

394 Toys, Amusement, Sporting, Athletic Goods

CHILE—Complete line of commercial fishing equipment and accessories. Reinaldo Cerisola B. (sales agent, retail marine hardware store), 650 Baquedano, Casilla 112, Iquique. WTD 4/9/63.

GERMANY—Science toys; requests replies from manufacturers only in German. P. Crone (importing distributor), 61 Friedrich-Ebert-Strasse, 53 Bonn. WTD 4/11/63.

396 Costume Jewelry, Costume Novelties, Buttons, Notions

SWEDEN—Buttons made of metal, plastics, leather and wood. Requests replies from manufacturers only. Sample of metal button available on a loan basis from Trade Opportunities Section, BDSA-111, Room 4319, (Phone: WO 7-4675), Dept. of Commerce, Wash. 25, D.C. Import AB Mansson & Co. (importer, wholesaler and sales agent), P.O. Box 14028, Stockholm 14.

398 Manufacturing Industrial Products

FRANCE—Articles for home decoration and furnishing, such as decorative panels and related lines; correspondence preferred in French. Les Fabrications Tab (manufacturer), Oloron-Sainte-Marie, Basses-Pyrenees. WTD 3/28/61.

Gadgets of a novel character for department stores and hardware shops. Herald (importer, dealer), 8 rue de la Michodiere, Paris 2e.

NETHERLANDS—Raw materials for linoleum industry. G.C. Rutteman & Co. (importer, wholesaler, exporter, agent), 132 Meent, or P.O. Box 969, Rotterdam. WTD 4/26/63.

Leads for Importers

Commodities are offered direct unless specified.

354 Metalworking Machinery Equipment

ENGLAND—Machinery-pipe bending for use in shipbuilding, chemical plant, petroleum industry and pipe line construction. Roggendorf and Partners Co. Ltd., Livingstone House, Broadway, London. S.W.I. WTD 4/18/63.

355 Special Industrial Machinery

NEW ZEALAND—Electro-plating and anodising equipment. ESEC-Electrical Specialties Ltd., P.O. Box 8653, Auckland. Additional information may be obtained from the New Zealand Senior Trade Commissioner, 1145 19th St., N.W., Wash. 6, D.C.

384 Surgical, Medical, Dental Instruments, Supplies

FRANCE—Stainless steel boxes for the sterilization of surgical instruments and dressings. Chirurginox, 264 bld St-Germain, Paris 7e. WTD 6/14/61.

385 Ophthalmic Goods

SWEDEN—Eye protection screen with built-in light, for the use with all types of machinery. Ingeniorsfirman R. E. Christenson AB, 2-4 Smediegaten, Goteborg G. WTD 5/3/63.

509 Wholesalers

IRAN—The Iranian Mining Metallurgical Company is selling by auction to the highest bidder the amount of eight thousand (8,000) tons of red oxide grade one, and two thousand (2,000) tons of red oxide grade two. Participants in the bid may obtain the statement of conditions and specifications and the draft of the contract from the Commercial Section of Company Khiabane Danechkde, Iran, Teheran, everyday prior to Tuesday, June 22, 1963, during office hours. A deposit of five hundred thousand rials (500,000) is required of all bidders. The highest bidder will also pay the advertisement charges.

Visiting Buyers and Officials

Scheduled arrival dates and U.S. addresses indicated.

AUSTRALIA—Mr. Frank M. Harkin, representing Frank M. Harkin & Co., 324 Flinders Lane, Melbourne. Interested in contacting manufacturers requiring sales representation, on commission basis or as sole distributor importing on own account, in following articles, all kitchen, household and gift articles and novelties, glassware, ceramics, fireproof ovenware, coffee percolators, clocks, metalware, plastics, kitchen and bathroom scales. Also interested in arranging licensing agreements to manufacture similar articles in Australia. Scheduled to arrive June 8 via New York for a 4-week visit. U.S. address: Taft Hotel, New York, N.Y. Itinerary: New York, Chicago, San Francisco, Providence, (R.I.), Bristol (Conn.).

BELGIUM—Mr. Paul Demol, representing Sphinx, 15, 15 Blvd. de la Senne, Vilvorde, Brussels. Interested in visiting manufacturers of paint brushes and paint rollers. Scheduled to arrive May 15 via New York for a one-month visit. U.S. address: Manhattan Hotel, New York, N.Y. Itinerary: Washington, New York.

BELGIUM—Henri E. Van Tichelen, Administrateur-Directeur General, representing Viking International S.A.N., 31 Rue De La Science, Brussels. Interested in seeking exclusive distribution rights for European Common Market, or substantial portion thereof (not interested in rights limited to Belgium) machinery, equipment, and supplies for processing, packaging, transportation, storage (not consumer items) of frozen foods. Also interested in joint venture for production of frozen foods in Belgium or Europe. Scheduled to arrive June 3 via New York for a 3-week visit. U.S. address: U.S. Dept. of Commerce Field Office, 350 Fifth Ave., New York, N.Y. Itinerary: New York, Boston, Chicago.

COSTA RICA—Alfredo Esquivel C., representing Alfredo Esquivel & Cia. Ltda., Calle 4-Avs. FG/2, San Jose. Interested in electrical supplies, home apliances, and electronic apparatus. Scheduled to arrive June 18 via Miami for a 4-day visit. U.S. address: U.S. Dept. of Commerce Field Office, 408 Ainsley Bldg., 14 N.E. First Ave., Miami, Fla. Itinerary: Miami, Los Angeles, Chicago, New York.

FRANCE—Antoine Van Den Koornhuyse, representing Les Nouvelles Galeries, 12 Place Grenette, Grenoble (Isere). Interested in visiting factories manufacturing goods sold by department stores, such as textiles, furniture and electric household appliances; will also visit department stores. Scheduled to arrive June 10 via New York for a 3-week visit. U.S. address: French Commercial Counsellor, 610 Fifth Ave., New York, N.Y. Itinerary: New York, Washington, Pittsburgh, Dayton, Cincinnati, Chicago, Detroit.

IRAN—Dr. Karim Mottahedan, representing M.A. Mottahedan & Bros., Serai Sina, Tehran. Interested in importing agricultural chemicals, chemicals, paints and drugs on an exclusive basis. Scheduled to arrive May 5 via New York for a 2-month visit. U.S. address: Iran Overseas Corp., 154 Nassau St., New York 38, N.Y. Itinerary: New York, Philadelphia.

JAPAN—Mr. Yasushi Yoshida, Chief Editor, Tokyo Branch Office, representing Niigata Nippo Press, 6 Ginza Higashi 7 Chome, Chuo-ku, interested in having interviews with different groups on U.S.-Japan trade, to further the understanding between the 2 peoples. Scheduled to arrive May 28 via Seattle for a 2-week visit. U.S. address: c/o Kyodo News Service, Rm. 522, AP Bldg., 50 Rockefeller Plaza, New York 20, N.Y. Itinerary: Seattle, Los Angeles, San Francisco, Chicago, New York.

JAPAN—Mr. Yasuo Nozu, President, representing K.K. Yukan-Shimbunsha (The Yukan-Shimbunsha, Ltd.), 47 Uchiyamashita, Okayama. Interested in the study of newspaper publishing business in the U.S. by making calls on leading publishers in principal cities, and in the study of supermarket operations in various cities. Mr. Nozu is also planning to visit manufacturers of printing and press machines as well as business machines for possible future purchase. Scheduled to arrive June 7 via New York for a 10-day visit. U.S. address: Japanese Embassy, Washington, D.C. Itinerary: New York, Washington, Chicago, Los Angeles, San Francisco, Honolulu.

PHILIPPINES—Mr. Juancho Lebrum, President, Dale Trading Corp., 447 Epifanio de Los Santos St., Makati, Rizal. Interested in discussing joint ventures or licensing arrangements for the manufacture in the Philippines of a low cost line of nylon ladies' hosiery and ladies' foundation garments, and also interested in a joint venture or licensing arrangements for the manufacture of chocolates and chocolate covered candies; inquire about exporting to the U.S. such items as Philippine Mahogany chairs, tables, doors and jambs, and kitchen cabinets in knocked down condition. Scheduled to arrive the early part of June via New York for a 2-week visit. U.S. address: U.S. Dept. of Commerce Field Office, 350 Fifth Ave., New York, N.Y. Itinerary: New York.

SCOTLAND—Sir Robert A. McClean and Mr. J.A. Donachy, representing Industrial Estates Management Corporation for Scotland, and Scottish Council (Development & Industry), 3 Woodside Place, Glasgow, G.3. Interested in assisting firms contemplating the establishment of manufacuring plants in Scotland. Industrial Estates Management Corporation for Scotland has been used extensively by important American corporations setting up in Scotland, and can provide attractive modern factories to rent or to purchase at favorable rates. Scheduled to arrive June 10 via New York for a 12-day visit. U.S. address: British-American Chamber of Commerce, 355 Lexington Ave., New York 17, N.Y. Itinerary: New York, Washington, Chicago.

SOUTH AFRICA—Mr. Harold Dyne, representing Union Fasteners Corp. (Pty.) Ltd., 2nd Floor, Nuggend House, 18 Nugget St., Johannesburg. Interested in the manufacturer of metal fasteners and colored metal fasteners. Wishes to contact zipper manufacturers and manufacturers of zipper making machinery capable of producing fine gauge metal zippers or covered fine gauge metal, nylon or plastic zippers for clothing and leather goods and also requesting technical information on the manufacture of the above type zippers. Scheduled to arrive May 25 via New York for a 3-week visit. U.S. address: Anglo African Shipping Co. Inc., 116 East 34th St., New York, N.Y. Itinerary: New York, Los Angeles.

Colombia invites tenders for hydroelectric plant

In early June a formal request for bids (to be submitted within approximately six weeks) will be issued by Empresas Públicas de Medellin, Apartado Aereo 940, Medellin, Colombia, S.A., covering the first stage of the Nare Hydroelectric Project.

This stage consists of (1) main access tunnel with cross section of 40 square meters and length of two kilometers, mainly through rock; (2) auxiliary tunnels; (3) downstream section of tailrace tunnel (cross section 16 square meters, length 3 kilometers).

Empresas-advised job site inspections for potential bidders will be available at once due to the short bid submission time. The project is located approximately 60 km. from Medellin. Empresas has applied for a loan covering foreign currency exchange requirements with the International Bank of Reconstruction and Development.

A copy of the work description is available for loan in rm. 4124, Power and Electrical Equipment Division, BDSA, Department of Commerce, Washington 25, D.S. (Telephone: WOrth 7-4242).

New Trade Lists

Most of these lists are prefaced by a brief review of basic trade and industry data collected in making the compilations. All are dated February unless otherwise indicated.

The Commercial Intelligence Division has published the following new trade lists of which mimeographed copies may be obtained by U.S. firms located in the United States from this Division and from Department of Commerce Field Offices. The price is $1 a list for each country. All are dated February unless otherwise marked.

Aircraft and Aeronautical Equipment Importers and Dealers—Italy, April.

Aircraft and Aeronautical Equipment Importers and Dealers — El Salvador, March.

Automotive Product Manufacturers—Hong Kong, April.

Automotive Vehicle and Equipment Importers and Dealers—Sweden.

Business Firms—Tanganyika.

Feedstuff Importers, Dealers and Manufacturers—Spain.

Instruments, Medical, Surgical, Hospital, Scientific and Process Importers, Dealers and Manufacturers—Greece.

Instruments, Medical, Surgical, Hospital, Scientific and Process Importers, Dealers and Manufacturers—Republic of South Africa.

Laundry and Dry Cleaning Industry—Australia.

Lumber, Plywood and Veneer Importers, Agents and Exporters—France.

Medicinal, and Toilet Preparation Importers, Dealers and Manufacturers—Syria.

Medicinal and Toilet Preparation Importers, Dealers and Manufacturers—United Kingdom, March.

Metallurgical and Metal Working Plants—Hong Kong, March.

Motion Picture Industry—Italy.

Office Supply and Equipment, Paper and Stationery Importers and Dealers—Portugal.

Plastic Material Importers, Dealers and Manufacturers—Mexico.

Construction Projects

Supplementary information on items followed by (★) is available to U.S. firms domiciled in the United States from the Trade Opportunities Staff, Business and Defense Services Administration, U.S. Department of Commerce, Washington 25, D.C., or telephone WO 7-4674 in Washington.

CEYLON—The Cabinet has approved a memorandum from the Minister of Agriculture, Land, Irrigation and Power for the development of the Walawe Ganga Reservoir Scheme in South Ceylon at a total estimated cost of $37 million. The major work on the scheme includes:

- Diversion of the Walawe River.
- Building a concrete dam including spill and sluices.
- Building and equipping a 5,000 kw. hydro-power station.
- Construction of the left and right bank main channels and the distribution system to irrigate 50,000 acres of paddy.
- Building the road system to serve the irrigable area.

International tenders are to be called shortly for the first three sections above and the tenderer is being requested to indicate what part of the costs can be obtained as a loan and on what terms. Foreign aid participation by other governments is also being sought.

Local tenders are to be called immediately by the Irrigation Department for the construction of labor camps, staff housing and administrative buildings, roads and other utilities.

IRAQ—Current possibilities in Iraq for U.S. manufacturers of electric power generating and transmitting equipment include the following:

(1) Northern Transmission System: This project includes the supply of equipment for the construction of 160 kilometers of 33 kv. transmission line and sub-stations centering on Erbel in Northern Iraq. Estimated cost is $2 million, of which about $980,000 will be for cable costs.

(2) Expansion of Baghdad South Power Station: The Iraq Government is planning to expand the generating capacity of the Baghdad South Power Station by 30-40 megawatts prior to the summer of 1964 and by 40-60 additional megawatts by the summer of 1965 to cope with rapidly increasing needs of the Baghdad area.

(3) Central Iraq Power Station at Daura: The first 2 tenders for supply of boilers and three 40 megawatt steam turbines for the new Central Iraq Power Station at Daura were issued in December 1962 and January 1963. No offers have been received for either tender and both were recently extended until June 30, 1963. Shortly to be let is a tender for civil engineering works and supply of electrical equipment for the project, which has been designed by Verblund Plan of Austria.

(4) Expansion of Basra Power Station: The Economic Planning Board is expected to authorize within 1 month release of a tender for supply of 1 steam turbine of 25 megawatt capacity for the Basra Power Station. The foundation for an additional unit was installed when the station was originally constructed.

Interested firms may write the American Embassy, Baghdad, for further information.

MOZAMBIQUE—Boror Industrial, Lda., Lourenco Marques, will shortly build a factory for the manufacture of insecticides for plant and animal uses. The plant will be erected in Matola, approximately 10 miles from the center of Lourenco Marques, and, initially, will prepare and pack powder and liquid insecticides employing machinery, valued at about $7,000, which will be imported from a source as yet undesignated. Annual production is estimated at 1,200 metric tons.

Bids on generators invited by India

The India Supply Mission in Washington, D.C., has invited bids from established U.S. manufacturers of ultrasonic generators to supply requirements of the Indian Bureau of Mines at Nagpur.

The bids, under tender SE-481/Rein, were asked for the following generators (with frequency range listed first, followed by ultrasonic power output): 220-280 kc., 60 watts at 250 kc.; 350-550 kc., 200 watts at 500 kc.; 650-1,200 kc., 300 watts at 1,000 kc.; and 1,500-2,000 kc., 500 watts at 2,000 kc.

Although optimum performance is in the above ranges, the generator preferably should be able to have an ultrasonic power output over a continuously variable frequency.

Closing date for bids is June 25. Tender forms, including specifications, can be obtained free from the India Supply Mission, 2536 Massachusetts Ave., NW., Washington 8, D.C. Purchase under this tender is restricted to equipment of U.S. origin or manufacture and will be made under Export-Import Bank credit.

Steel harbor tugs wanted in Peru

Bids have been requested in Peru for the construction and delivery of one, or possibly two, steel tugs. The tugs are to be not over 100 ft. in length and should have a 750-hp. diesel engine.

Deadline for submitting bids is July 4.

The bids are invited by the Director Técnico, de la Autoridad Portuaria del Callao, Peru.

Specifications for the tugs may be obtained from the above-mentioned authority for $93.25 (2,500 soles).

Kuwait airways seeks bids for hangar project

The Kuwait Airways Corporation invites bids for the construction (foundation, steelwork and cladding) of a maintenance hangar at Kuwait International Airport. The project has an initial guarantee of U.S. $84,000.

A copy of the conditions and specifications may be obtained for U.S. $84.00 from the General Manager, Kuwait Airways, P.O. box 394, Kuwait.

The deadline for bids is June 11. Bids should be addressed to the Office of the General Manager as indicated.

Ethiopia asks bids on leather goods

The Ministry of Stores and Supplies of Ethiopia is inviting bids for the purchase of 94,464 pairs of leather boots; 2,050 pairs of leather shoes; 866,583 meters of sanforized, mercerised khaki twill/chino; 20,225 black belts; and 91,414 pairs khaki colored cotton socks.

The bid deadline for tender No. 149 is June 6, and mailed bid envelopes must reach the Ministry of Stores and Supplies, P.O. box 3364, Addis Ababa, Ethiopia, at least 12 hours before the time set for the closing tender.

Bidders are required to submit their offers on tender forms attached to the invitation or on photostat copies of these forms. A copy of tender No. 149 is available from the Leather and Allied Products Division, BDSA, Department of Commerce, Washington 25, D.C. (Telephone: WO7-3585).

Yemen businessman asks bottling concession

Mr. Shakir Abdul Haqq of Sanaa, Yemen wishes brand named U.S. bottling companies who would be interested in giving him and some associates the concession for Yemen to contact him.

Mr. Haqq enjoys a good local commercial reputation and is the owner of the newly established Liberty Hotel in Sanaa. He and his associates are prepared to form a company with capital of up to $150,000 to finance a bottling concession.

Contact Mr. Shakir Abdul Haqq, Liberty Hotel, Sanaa, Yemen.

Uruguay extends deadline on thermal plant bids

The electrical utility of Uruguay (U.T.E.) announces a supplement to the tender specifications for the thermal generator plant, tender no. 5430/63.

The bid deadline has also been extended from June 11 to September 11, (INTERNATIONAL COMMERCE, Jan. 28, p. 26).

A copy of the supplement, in Spanish, is available for review only in rm. 4124, Power and Electrical Equipment Division, BDSA, Department of Commerce, Washington 25, D.C. (Telephone: (WOrth 7-4242).

Army group in Germany requests trucks, tractors

Bids are invited by Central Army Group, (CENTAG), Germany, for the supply and delivery of military trucks and tractors.

Included in tender ref. No. 151-63 are the following: ¼ ton truck, 20 each; ¾ ton truck 13 each; 2½ ton truck, 36 each; five-ton truck tractor with 10 ton semi-trailer van, two each.

Bids should reach the Purchasing Officer, Headquarters Support Command Central Army Group, Hammonds Barracks, bldg. 972, Mannheim Seckenheim, Germany, not later than June 7.

Copies of tender ref. No. 151-63 containing specifications are available from BDSA's Commodity Export Promotion Staff, rm. 4317, Department of Commerce, Washington 25, D.C.

New Books and Reports

***Analysis of U.S. Negotiations in the 1960-61 GATT Tariff Conference. Vol. IV.* Published by the Dept. of State. Washington, 1963. $1.**

An unofficial English translation of the Common External Tariff of the European Economic Community (EEC), showing in one column the original duty rates and in a second column the rates as revised in the Geneva negotiations.

The revised rates shown are not only those negotiated with the U.S., but also which the EEC negotiated with other countries. Although the Geneva Tariff Conference formally closed on July 16, 1962, some negotiations which were initiated in the course of the conference were not completed until approximately six months later, and the results of these negotiations are also included in this publication.

Volume IV is available from the Superintendent of Documents, U.S. Government Printing Office, Washington 25, D.C. as State Department Publication No. 7529.

***Belgium: A Market for U.S. Products.* Supplement to International Commerce magazine. By Robert H. Walker. U.S. Dept. of Commerce, Washington, 1963. 50pp. 45 cents.**

An introduction to the Belgian market, providing general marketing information, guidance on sales prospects for selected commodities, and essential material for the aggressive U.S. businessman in the highly competitive Belgian market. The U.S. currently supplies about $375 million (9%) of Belgium's $4 billion in annual imports.

Chapters deal with the scope and nature of the market, distribution facilities and services, trade regulations and practices, and guidelines for the U.S. exporter.

The booklet can be ordered from any Commerce Field Office or the Superintendent of Documents, U.S. Government Printing Office, Washington 25, D.C.

***Television Factbook.* Published by Television Digest. Washington, 1963. 1,068pp. $15.**

This 1,068-page guide contains directories, statistics, and reference material for the television-radio-electronics industries. It lists foreign TV stations by countries. Among other major features are directories of domestic network personnel, rates and affiliates; attorneys, engineers, brokers; TV program sources, film producers and distributors; educational stations; and manufacturers of TV equipment.

The Factbook may be purchased from the Television Digest, Inc., 2025 "I" Street NW., Washington 6, D.C. at $15 a copy or, with weekly supplements, at $60 a year. A copy is available for review by interested businessmen at the Commercial Intelligence Division, Bureau of International Commerce, U.S. Dept. of Commerce, Washington, D.C.

Subscribers to this magazine may obtain without charge a single copy of an Overseas Business Report described in this issue by making a specific written request, including the OBR number, to the Publications Division, Bureau of International Commerce, U.S. Department of Commerce, Washington 25, D.C.

Such requests must be received not more than 15 days after the publication date of the issue of INTERNATIONAL COMMERCE in which the requested OBR was listed.

***Overseas Business Reports.* U.S. Dept. of Commerce. Washington, 1963. $18 per year ($12 additional for overseas mailing) 15 cents per copy. Order from any Commerce Field Office or the Supt. of Documents, GPO, Washington 25, D.C.**

Basic Data on the Economy of Ceylon. OBR-63-90. 18 pp. Describes the structure of the economy; the present status of the various industries and Government plans for expansion; electric power and gas supplies; finance and insurance; foreign trade; economic development program; foreign economic assistance; and marketing practices and aids to distribution.

Basic Data on the Economy of Israel. OBR 63-92. 14 pp. Includes the same categories of information as the report on Ceylon, above.

Import Tariff System of France. OBR 63-97. 2pp. Reviews the units of currency, weight and measure; bases of specific and ad valorem duties; preferential duties; customs surtaxes; sales and other internal taxes; required consular documents and fees; import restrictions and other special regulations.

United States Trade With Major World Areas, January-December, 1962. OBR 63-102. A statistical presentation, consisting of 5 tables.

***The Protection of Private Property Invested Abroad.* A Report by the Committee on International Trade and Investment Section of International and Comparative Law, American Bar Association. Chicago, January 1963. 131 pp. $2.50.**

The report notes recent breakdowns in international law as particularly unsettling to private investors.

The study reviews various means to overcome expropriation or nationalization of private property, the breach of protective agreements, dangers of discriminatory treatment against foreign investment, and international currency obstacles. The report suggests that a multi-national investment treaty or convention may offer the best means to legal order in international business.

The Committee's study describes the U.S. Government's Investment Guaranty Program for American companies which invest abroad, comparing this program with those of Japan and Germany. The report sets forth a summary by the World Bank of 6 leading plans for multilateral investment insurance. The guaranty programs and the insurance plans would protect new private investments from financial loss due to war, expropriation, revolution, and similar non-commercial risks. The U.S. commercial treaty program, involving bilateral Treaties of Friendship, Commerce and Navigation with scores of foreign countries, is also discussed in detail.

The report reprints the full text of a draft Convention on the Protection of Foreign Property which is currently under negotiation in Paris by the 20 member nations of the Organization for Economic Cooperation and Development (OECD). The U.S. is a member of the organization.

The booklet can be ordered from the Section on International and Comparative Law, American Bar Association, 1155 East 60th Street, Chicago 37, Illinois.

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Calendar
for international traders

May

28—FCIA Workshop Seminar, **Chicago, Ill.** Speaker: Walter H. Diamond, Director of Research for the Foreign Credit Insurance Assn.

28—Export Expansion Conference, **Escanaba, Mich.** First Upper Peninsula Conference. Sponsors: U.S. Dept. of Commerce Detroit Field Office.

28-29—National Conference on International Economic and Social Development, Mayflower Hotel, **Washington, D.C.**

June

3-6—Materials Handling Exposition and Convention. **McCormick Place, Chicago, Ill.**

5—2nd Annual International Trade Conference, School of Business Administration, University of California at Los Angeles (UCLA). **Los Angeles, Cal.** Sponsor: UCLA and the U.S. Dept. of Commerce Los Angeles Field Office.

5—Delaware World Trade Conference, Gold Ballroom, Dupont Hotel, **Wilmington, Del.** Sponsor: Delaware State Chamber of Commerce and Philadelphia Regional Export Expansion Council. Speaker: Draper Daniels, National Export Expansion Coordinator.

6—Dinner Meeting of the Foreign Trade Assn. of the Lehigh Valley and the Reading Foreign Traders, **Allentown, Pa.** Commerce Speakers: Roy L. Morgan, Director of Field Services and David Jamison, Director of the Philadelphia Field Office.

6—Machinery-Metals Export Club Meeting. Advertising Club of **New York.** Speaker: Walter Diamond, Research Director, Foreign Credit Insurance Assn.

6-7—Export Expansion Seminar, **Memphis, Tenn.** Speaker: Neil C. Hurley, Chairman, National Export Expansion Council.

10-11—FCIA Conference, **Columbus, Ohio.** Sponsor: Ohio Assn. of Capital Stock and Insurance Representatives. Speaker: T. H. Bivan, Chairman of FCIA's Governing Committee.

11—The Emerging World Enterprise —Seminar on World Economic Developments. Monteleone Hotel, **New Orleans, La.** Sponsors: International House, Regional Export Expansion Council, New Orleans Clearing House Assn., U.S. Department of Commerce New Orleans Field Office.

13—Second Annual Conference on International Business. University of San Francisco, **San Francisco, Cal.** Sponsors: University of San Francisco; San Francisco Field Office of the Dept. of Commerce; and the San Francisco Regional Export Expansion Council.

13—Monthly Luncheon Meeting, International Trade Club of Chicago, LaSalle Hotel, **Chicago, Ill.**

17-19—American Marketing Association Annual Convention, **Washington, D.C.** Speaker: Jack N. Behrman, Assistant Secretary of Commerce for Domestic and International Business (June 18). Richard Holton, Assistant Secretary of Commerce for Economic Affairs, and Eugene M. Braderman, Director of the Bureau of International Commerce (June 17).

17-19—Third Annual Trade Institute. Hotel Duluth, **Duluth, Minn.** Commerce Speaker: Draper Daniels, National Export Expansion Coordinator.

19—Hampton Roads Foreign Commerce Club Luncheon. **Hampton Roads, Va.**

19-20—World Marketing Conference. McCormick Place, **Chicago, Ill.** Sponsor: Chicago Association of Commerce and Industry.

19-July 7—5th Annual Chicago International Trade Fair. McCormick Place, **Chicago, Ill.** Sponsor: Chicago Association of Commerce and Industry.

19-21—63rd Annual Sales and Marketing Executives-International Convention, Bellevue Stratford Hotel, **Philadelphia, Pa.**

20—17th Anual Pittsburgh World Trade Conference. Penn-Sheraton Hotel, **Pittsburgh, Pa.** Commerce Speaker: George Donat, Deputy Director Bur. of Int. Commerce.

24-28—Thirteenth Annual International Design Conference. **Aspen, Colo.** Topic: Design and the American Image Abroad.

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